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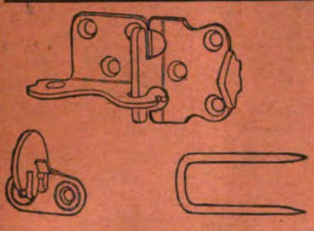
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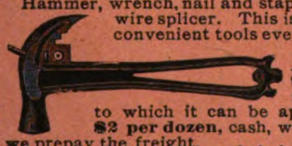
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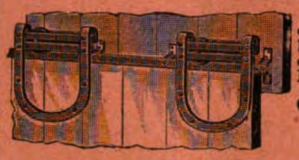


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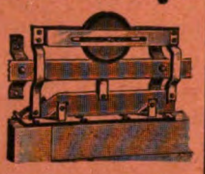
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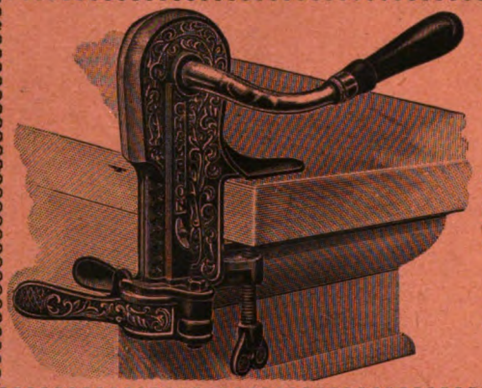
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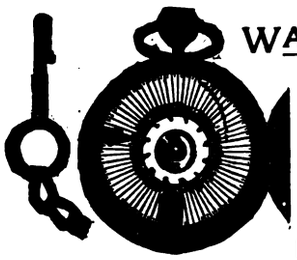
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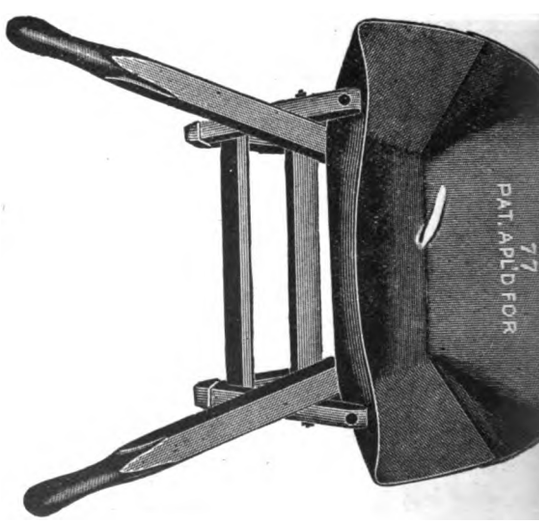
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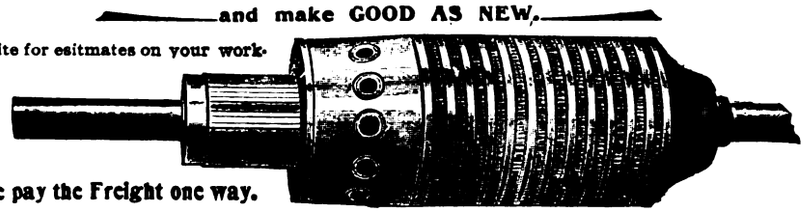
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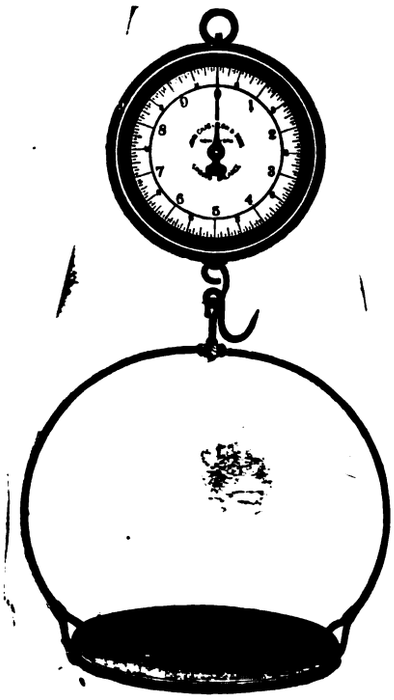
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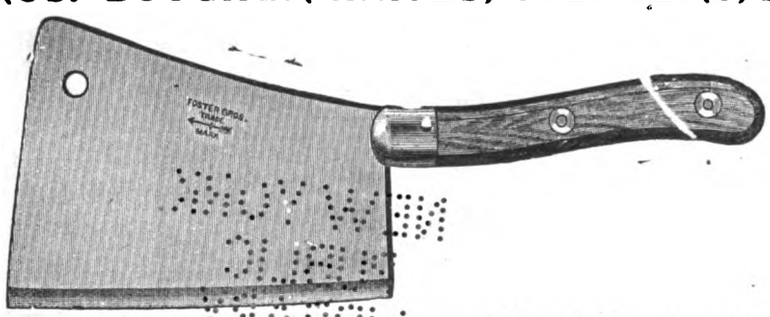
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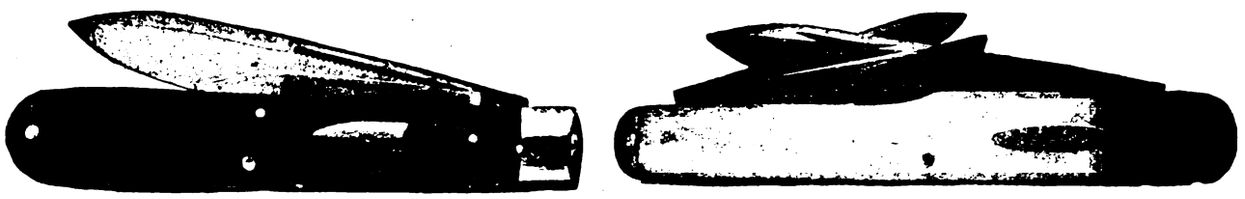
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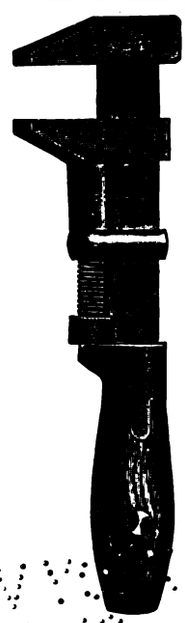
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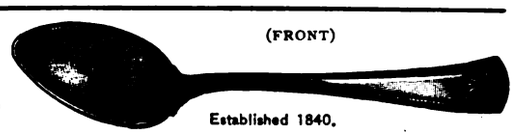


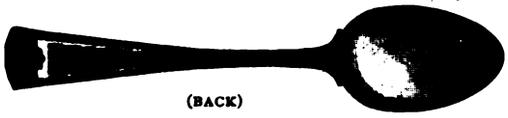
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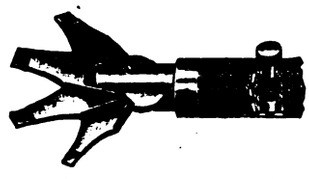

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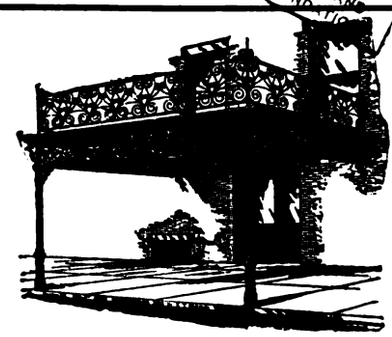
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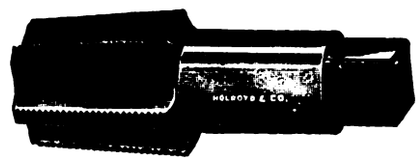


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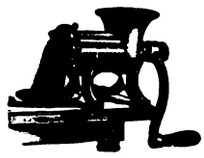
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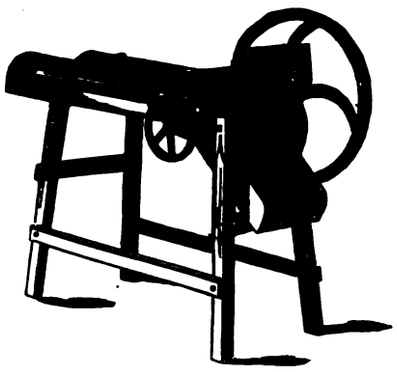
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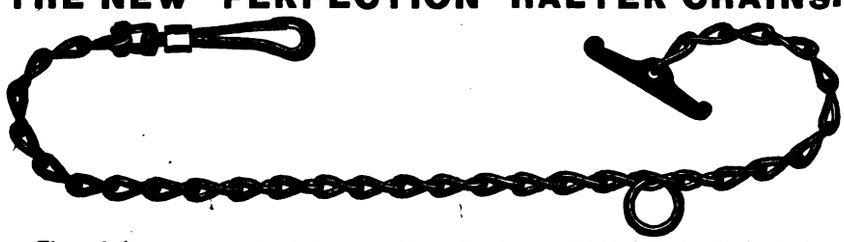
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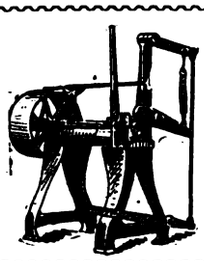
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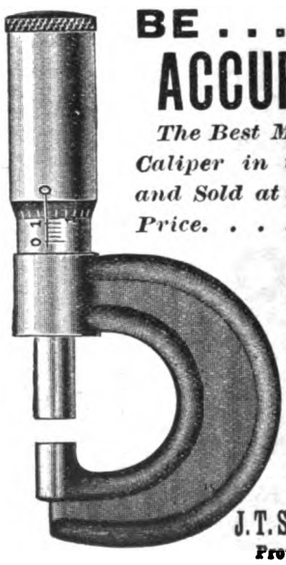


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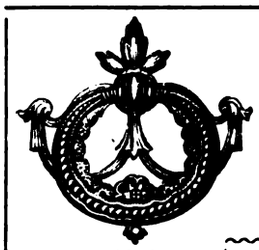
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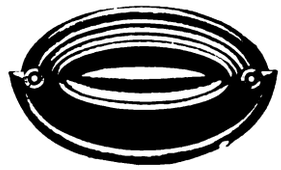
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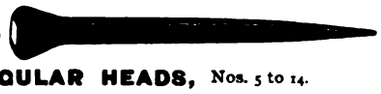
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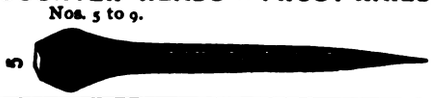
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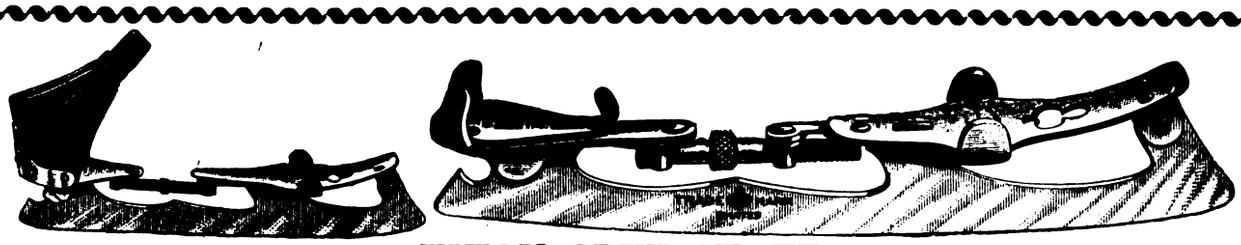
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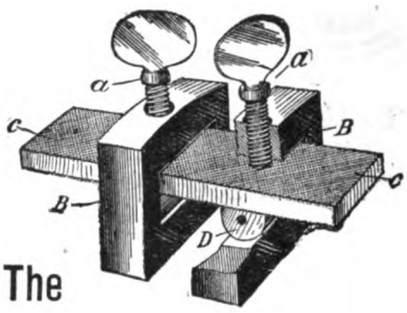
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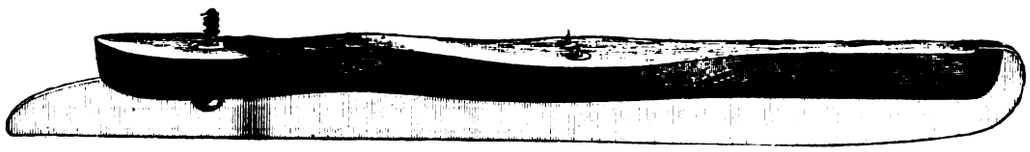
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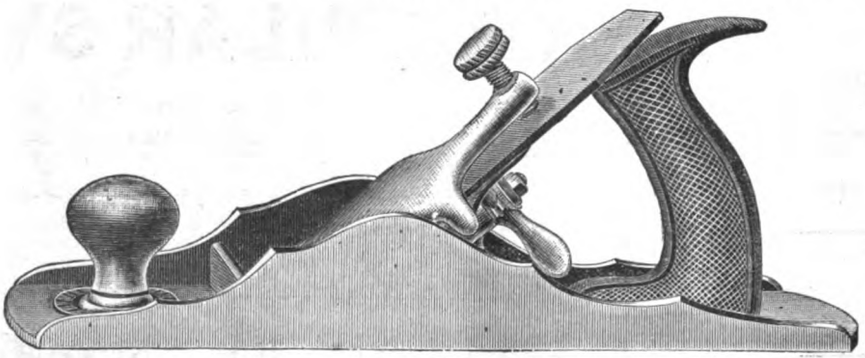
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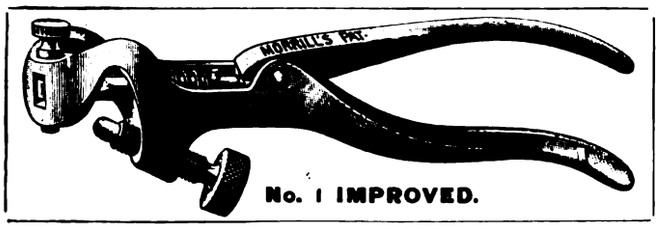
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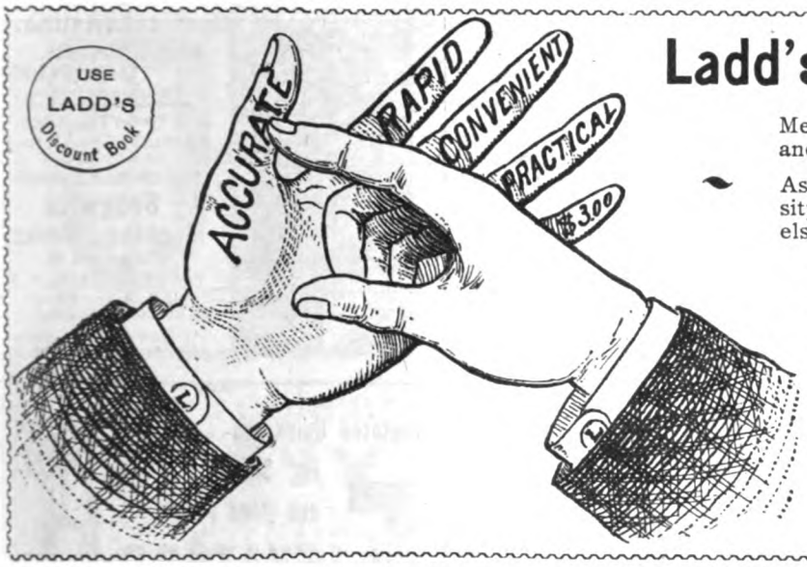
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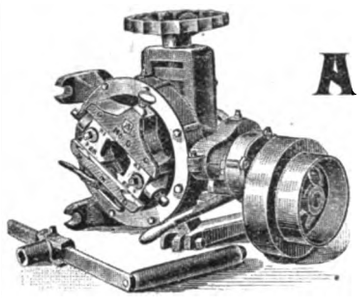
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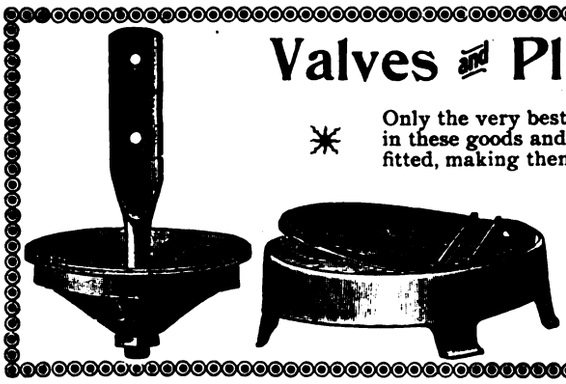


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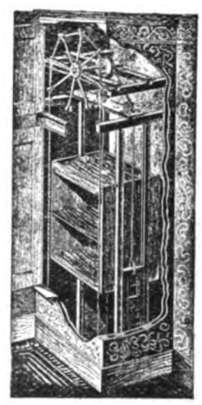
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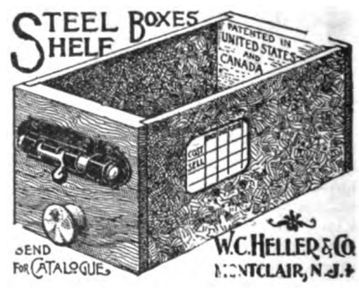
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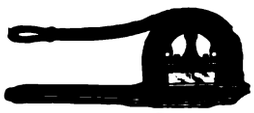
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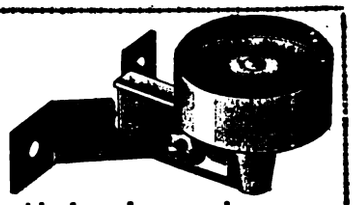
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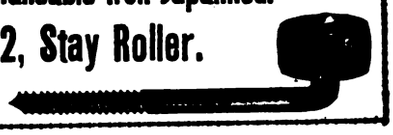


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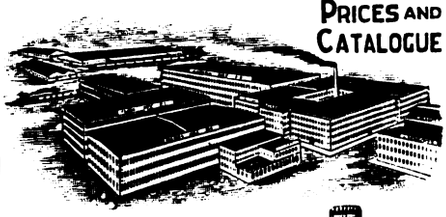
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COULD NOT KEEP HOUSE WITHOUT IT.

Sickels, Preston & Nutting Co., Davenport, Iowa. [*Wholesale Hardware*]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

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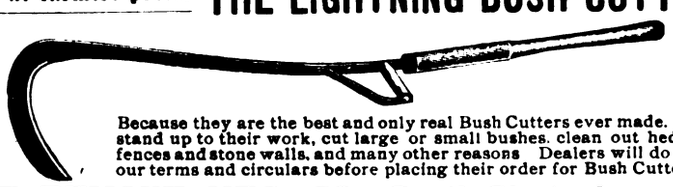
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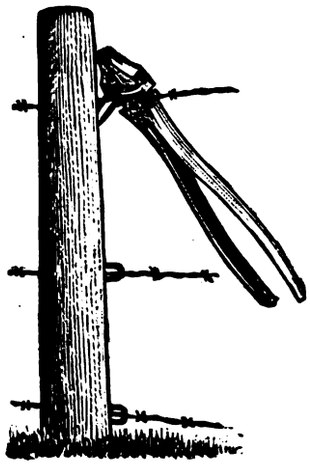
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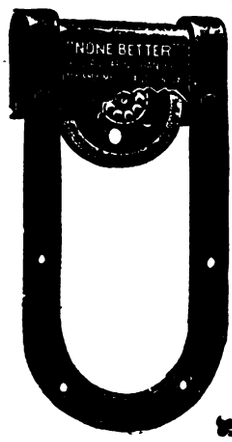
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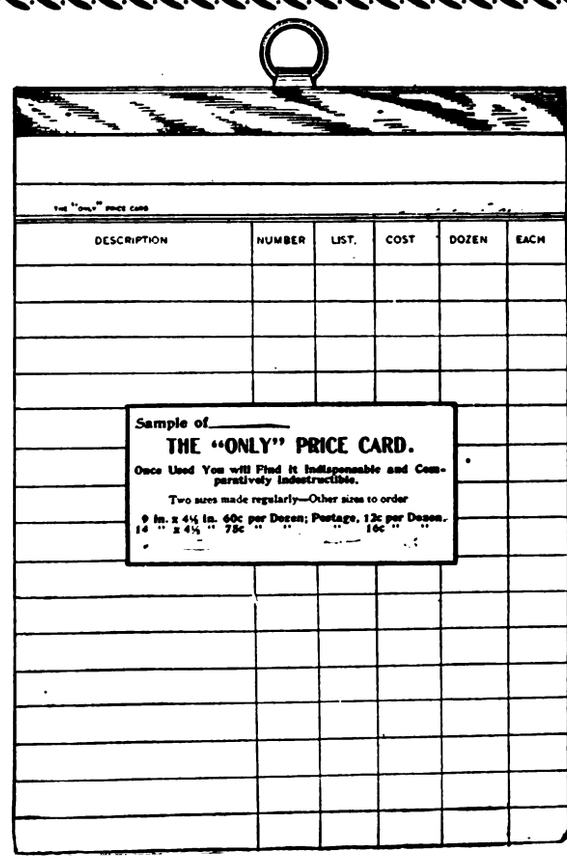
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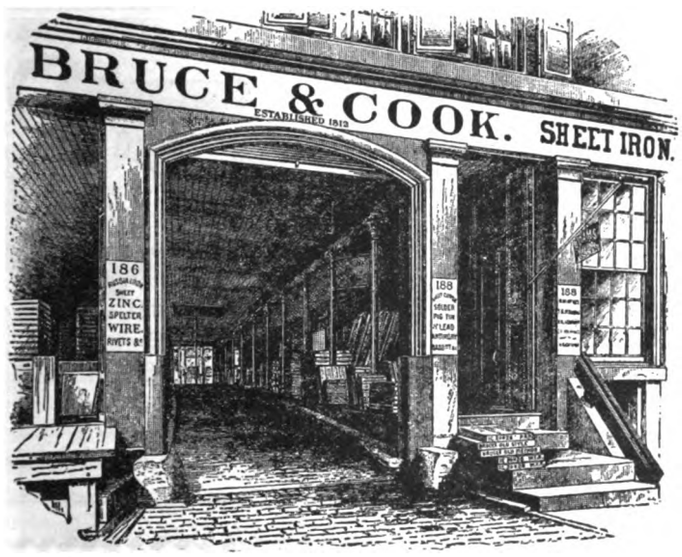
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Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
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Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
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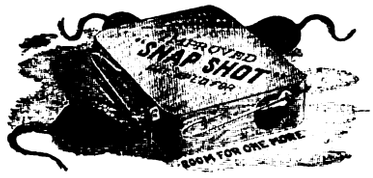
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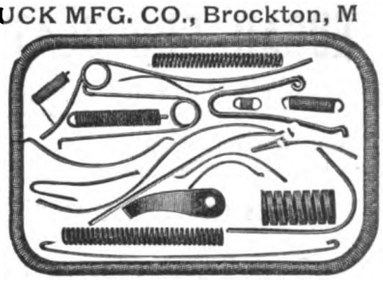


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...Good Profit for Jobber...
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C. B. CORWIN, Sole Export Agent,
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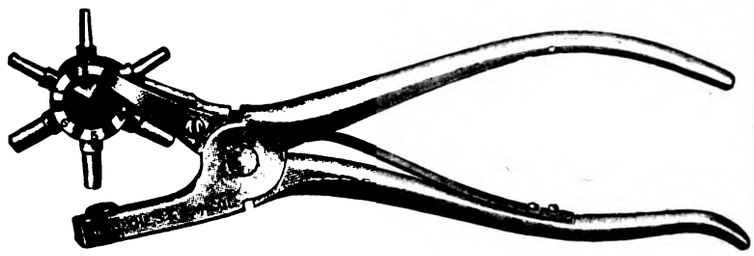
IS A GOOD ONE.

Morgan & Wright, Chicago Ill. [*Bicycle Tires*]: There can be no question about the advisability of using the Hardware trade as a means of disposing of bicycles and bicycle parts, and as to the efficiency of HARDWARE, we can only say what we would say in reply to an inquiry from any other publisher, i. e., we have no direct means of knowing whether our "ads" do us good or not. If we insert an "ad," it is on our judgment that the publication is a good one.

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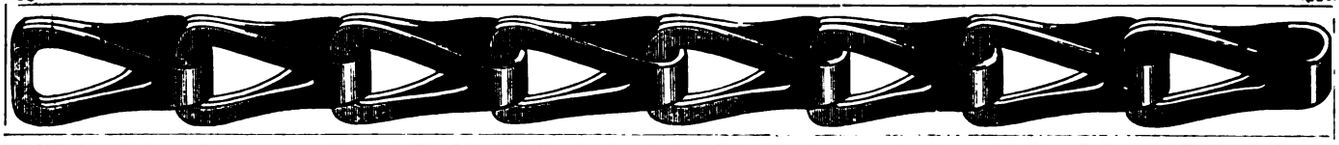
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HARDWARE

VOL. XVIII. OCTOBER 10, 1898. NO. 1.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.
FRED A. CATON, - - Asst. Manager

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

Sales of general Hardware by the jobbers and manufacturers, so far as the Eastern trade is concerned, have not been of a volume to fulfil all the hopes formed in advance of the season's business. Many special goods for the fall and winter supply have met with a steady demand, especially those having reference to the kitchen and heating departments of domestic life; stove boards, the demand for which has increased the net prices largely since season opened; elbows have known similar conditions; while coal hods and other stove Hardware have been in excellent demand.

The Western trade is reported as still maintaining a noticeable activity in many seasonable goods, and manufacturers continue unable to make as prompt supply as is desired; the disposition of letting the factory carry the larger part of the season's stock still continues a prominent characteristic of the methods adopted by conservative buyers.

Wire products, especially wire nails and wire woven fencing, are in good request, and from Western points barbed wire continues to find an active market. The export trade on wire nails and barbed wire being in a good healthy condition, fulfils every expectation.

Many lines of goods, from causes noted above, are actually scarce. The loss of sales resulting from avoiding the former custom of carrying good stocks in the hands of the jobbers, will be found to cut into the natural profits of the business by losing sales; as when the house favored by the customer loses the order from having no stocks, the popularity bought by expensive "drumming" is lost, and habits formed of ordering direct from the factory will be found hard to eradicate. The conditions should be reversed, to make the jobbers' trade profitably successful. They should be in possession of complete stocks, and the manufacturers would then be shy of the goods desired by the urgent retailer.

Manufacturers that have not been inundated with orders, have not heaped up too largely full warehouse stocks of surplus products, involving as it does increasing pay-rolls and the appearance of over-production. Of course, this conservatism is largely influenced by the limited demands in face of a trade counted upon as being in advance of any fall season for years.

The trend toward consolidation among large and competing companies manufacturing special goods still continues, as the unsuccessful efforts of the plated-ware manufacturers and the more encouraging ones of the refrigerator companies amply demonstrate. Competition has become so close, profits reaching the disappearing point, that almost any state of affairs promising a future that will economize labor, reduce the number of non-producers in staff positions, and by lessening the pro rata expense of production promise dividends on invested capital, would seem to meet discussion and consideration, in such quarters as would make a combine possible.

While every observant Hardwareman is satisfied that the approaching year will be one that cannot but bring in all departments a satisfactory business, the disposition seems prevalent to make the annual inventory as moderate as possible in order to start the coming year with fresh and attractive stocks.

The prospect for the future of general business is considered as being unusually good, notwithstanding the comparatively low prices which large crops of our country staples are bringing by comparison with the previous season.

The Advantage Of Paying Bills.

The recent failure of the Tradesman's Bank, of New York, has read a moral to at least two of *Hardware's* friends.

This bank was one of the oldest institutions of like character in the city; and by its later absorption of the Clinton Bank, was supposed to have strengthened its position. It was known to be more or less interested in the Wool Exchange; but the closing of that institution was accompanied by the announcement that pecuniary difficulties did not enter into the causes contributing to its suspension of business, and consequently the bank was not regarded as being a sufferer. It was therefore, a shock to the bulk of depositors to learn of the visit of the Clearing House Investigating Committee followed by the advent of the Bank examiner, and the subsequent suspension of the bank.

The two depositors mentioned were creditors of the bank to the extent of several thousands each up to three weeks ago; and without forewarning of any kind, but in the natural course of business, checked against their balances in such a lively manner, in payment of current obligations, as to reduce their credits to less than two hundred dollars in each case when the bank doors closed.

Speaking of his good fortune one of them remarked that it simply added another proof to the principle for which he had always contended; that it was better to have a small bank balance and no outstanding liabilities, than a fat balance and bills out-standing that

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should be paid. His argument that the cash discount secured by prompt payment should always be taken advantage of by a merchant is a sound one; and while two per cent. discount for the use of money for say fifty days, seems small it amounts to fourteen per cent. per annum, a profit not to be lightly regarded.

The general tendency of many financially strong institutions is to secure the longest credit, leaving the money to the slothful desuetude of a current bank account. Some day a bank closes its doors, and this handsome balance is tied up indefinitely, and finally made good in part only, if at all; while the depositor has to "scratch gravel" to get enough ready money to meet obligations that will admit of no further delay. As one of our fortunate, or rather far seeing, friends remarked: "A debt must be paid sometime if a man be honest; and if by paying it now one can obtain a fair discount, and lessen the firm's business risk by just that much, I for one prefer to get these advantages to the rather questionable satisfaction of being able to see a large balance in the bank representing what you owe other people."

The Canadian Market.

When the announcement was made by the Canadian authorities of a preferential tariff, favoring goods of British origin by twenty-five per cent., many American manufacturers dropped their efforts to cultivate this trade. From an item gleaned from the columns of an English contemporary, whose representative is travelling through Canada, we surmise that this is not altogether a wise step.

This correspondent writes that there is an impression, justified by fact in some cases, that the British manufacturer would advance his prices and thus capture the value of the tariff. This means that he will still compete with American goods on an equal footing, so far as price is concerned; and experience has proved that we are more than able to stand such competition.

It is possible that this market is worth watching, and we would advise the manufacturers of this country to keep an eye on it in future.

By a unanimous vote, in accordance with the recommendation of the board of directors, the stockholders of the American Screw Co., Providence, R. I., some days since, authorized the sale of the foreign properties of the company, the British Screw Co., Limited, of Leeds, England, and the Canada Screw Co., Limited, of Dundas, Ontario. The action was taken without knowledge of the purchaser or the price to be received for the English company, on the assurance that the sale was satisfactory to the board of directors.

The Goodell Bros. Co., Greenfield, Mass., have just purchased the entire plant and business of Goodell, Son & Co., of the same town, manufacturers of hack-saw blades, bench hack-saws, etc. They are now operating in the newly purchased plant, although they eventually expect to move the whole business into their own factory. This is another illustration of the increasing success which is one of the most valuable assets of an enterprising concern, whose business is pushed with vigor and good judgment.

The richest gold mine in the world is located under the thriving town of Ballarat, Victoria, Australia. It has yielded more than $150,000,000 of gold since it was opened thirty years ago.—*Exchange.*

Heavy Hardware Jobbers.

The twentieth annual session of the National Heavy Hardware Jobbers' Association was held in Omaha, Neb., several days since, with W. B. Dean, of St. Paul, president, in the chair. The body discussed prices, conditions of trade, relations of the jobber to the manufacturer, and credits. The attendance on the opening session was fairly good. The following officers were elected for the ensuing year: W. B. Dean, St. Paul, president; W. C. Brown, Chicago, secretary and treasurer, and C. R. Blake, of St. Louis; W. B. Bruce, of Memphis, and H, A. Gille, of Kansas City, vice-presidents. The place for the next meeting is left to the officers.

New York Hardware Jobbers.

The annual meeting of the New York State Association of Hardware Jobbers occurred at Albany, on Thursday, September 22nd. The election of officers for the ensuing year preceded the usual business meeting, which was followed by a banquet at the Fort Orange Club. The guests on this occasion were: T. James Fernley, of Philadelphia, secretary-treasurer of the National Hardware Association, and H. C. Mandeville, of the law firm of Herendeen & Mandeville, Elmira, N. Y., attorneys of the York State Association.

Mr. Mandeville read a paper on the "New Bankruptcy Law," which was most ably presented and proved of great interest to the members. The following were re-elected as officers of the association:

President: Chas. H. Turner, Albany.

Vice-president: J. William Black, Syracuse.

Secretary-treasurer: Silas J. Weaver, Rochester.

Directors: James H. Boucher, Rochester; Irving D. Booth, Elmira.

A Paper of Tacks.

We all regret to-day what we did yesterday. Will we regret the day after to-morrow, what we do to-morrow? Is it not the only safe way to do nothing at all?

Life is a sad riddle. There is, at last, only one way out—to give it up.

A hog may act the part of a man without knowing it. A man can never act the part of a hog without knowing it.

A dispatch from Ithaca, N. Y., under date of October 1st, announces the death of Elias Treman, of that city. In June last, while driving, he was thrown from his carriage and received injuries similar to those which befell Mrs. W. C. Whitney. The best medical specialists were called in attendance upon him, but they were unable to save his life. Mr. Treman was seventy-six years old, the senior member of the wholesale and retail Hardware firm of Treman, King & Co., and was connected with nearly every financial institution in the city. He was Ithaca's foremost citizen, and leaves a fortune of nearly $500,000, it is said. A widow and three children survive him.

The annual convention of the National Hardware Association for 1898 will be held at Milwaukee, Wis., on November 16th, 17th and 18th. Fred. C. Pritzlaff, of Milwaukee, is chairman of the entertainment committee, and arrangements are being made to make this occasion one of the most interesting and profitable in the history of the association.

The first day called up gravest fears that made me nervous hearted;
The next day called up memories of friends from whom I'd parted;
The third day called up thoughts of land where one is safely carted;
The fourth day called up everything I'd eaten since I started.
—*I. A. W. Bulletin.*

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Business Correspondence.

It sometimes happens that an order is taken by the traveller from a man about whom he has been unable to learn much regarding his credit. He sends in the order requesting the house to look him up, and that he is doubtful if he is worthy of credit. Upon examination by the house he is found to be a weak mark and it is thought best to refuse to fill the order. Shall the man be written or shall no attention be paid him? He should be written by all means and a reason given why his trade is not desired. Herewith is a sample of such a letter:

DEAR SIR: We are just in receipt of an order for Hardware from you taken by our traveller. We regret to say however, that we are at present unable to fill the same. As we do not remember of ever having your name upon our books, and as we lose a good deal in these hard times by selling to irresponsible persons, we thought better to write you. As you are an entire stranger to us and as we have no means of knowing anything regarding your ability or disposition to pay we would thank you to refer us to several reliable references. If we should hear from you satisfactorily we will then send the goods. Trusting we may be enabled to open up business relations with you and that you may see the reasonableness of our request, we remain Yours respectfully,

BLANK & BLANK.

This will give the man a chance to vindicate himself if worthy, and if not he cannot find fault with your manner of treating him.

Again it sometimes happens that a customer requests a renewal of his note or longer time than it is thought advisable to give.

In such a case it is well to refuse, but try and do so in a manner which will leave no ground for ill feeling on the part of the suppliant. Herewith is a sample illustrating a case in point:

DEAR SIR: Your letter of recent date enclosing your note for three months for $60 in renewal of your note due today is received.

In reply, we beg to state that we are not now in a position to renew notes and therefore regret that we are unable to accept the same, and consequently return it.

As you are no doubt unaware of our usage in this matter, we are willing to compromise the matter with you by extending the time a month longer and enclose you a note, with interest added, for that time, which kindly complete and return.

Trusting this explanation may be satisfactory we remain Yours very truly,

BLANK & BLANK.

It is sometimes desirable to obtain a note or cash from a customer who may owe you quite a large amount but with whom it is difficult to get a settlement. You do not wish to do anything which will cause him to leave you, yet you cannot afford to lay out of the money. A letter something like the following sometimes has the desirable effect:

DEAR SIR: Just now we are needing considerable money with which to meet our maturing liabilities. As our purchases of last season were unusually heavy, and as collections seem unreasonably slow, we are in consequence considerably cramped We herewith enclose you a three months' note for the amount of your account, which if agreeable we would be pleased to receive before the fifteenth inst. Relying upon your kindly co-operation and assistance, and thanking you in advance for the favor, we beg to remain Your obedient servants,

BLANK & BLANK.

At one time a statement of account was sent to a customer with notice of a draft at same time. The man had just started in business and he felt a little annoyed and wrote back to the house quite a cutting letter. A reply something like the following was sent him:

DEAR SIR: Your letter of recent date regarding our draft is received. We very much regret that we should be the cause of your annoyance, as we had no intention of using you differently than our other customers. It is our usual custom to notify every customer of our intention of closing their accounts by drafts at the close of each month and presumed you would have had no objections to complying with our rules.

However, if you prefer to keep your account open we will be satisfied, and will not trouble you again on this matter.

We might add that it is an accommodation to us to have our accounts closed in this way and we usually have few to object to it.

Trusting that this explanation may set us right and effect a better understanding between us which will be mutually agreeable, we remain Yours truly,

BLANK & BLANK.

The result of this letter was that the man saw the reasonableness of the request and he wrote a very polite letter in reply apologizing for his former letter and signifying his willingness to accept the draft.

We have since had pleasant and profitable business relations with him. LYLE MERTON.

Increasing Exports.

The invasion of foreign markets by the manufacturers of the country continues to increase. The figures of the Treasury Bureau of Statistics show that the July exports of manufactures were greater than in any July in the history of the country and formed a larger percentage of the total exports than in any preceding year or month in its history. The exports of manufactures for the month were $25,983,116, and formed 36.47% of the total exports. No July has ever shown such a record of exports of manufactures, and in no month or year have manufactures formed so large a percentage of the total exports. Compared with a decade ago the July exports of manufactures have doubled and the percentage which they form of the total exportations has also nearly doubled. In July, 1888, the total exports of manufactures were but $11,559,606, or less than half those of July, 1898; while they formed but 26 27% of the total exports, against 36.47% in July, 1898.

The gain which the manufacturing interests are making in the proportion which they are obtaining of the total export trade is strongly marked. In July, 1890, they supplied 24 82% of the total exports; in July, 1894, 28.16%; in July, 1895, 31.38%; in July, 1886, 32.80%; in July, 1897, 33 78%, and in July, 1898, 36.47%. Exports of manufactures in July, 1897, were double those of a decade earlier, yet July, 1898, shows an increase of more than 10% over July, 1897, The increase in export manufactures extends to nearly all of the important industrial interests of the country.

A Card of Thanks.

Editor Hardware: Accept the thanks of the Iowa Retail Hardware Dealers' Association for your kind co-operation in publishing our reports in your issue of September 10th. We feel that this will be of great assistance to us in bringing the matter before the retail dealers of the State.

P. C. DEVOL, President.
T. N. PETERSON, Vice-president.
H. A. COLE, Secretary.
CHAS. SWAINE, Treasurer.

Council Bluffs, Iowa, September 20, 1898.

Lane Bros.' New Hanger.

Lane Bros. Co., Poughkeepsie, N. Y., have recently added to their line of Special Barn Door Hangers. The hanger designated as Special No. 40 is between their No. 30 and No. 50 sizes, and meets a large demand for an intermediate class of goods.

James B. Tetley, Hardware, No. 4727 Liberty Avenue, Pittsburg, Pa. *Hardware* Publishing Co.: Enclosed I hand you one dollar, paying my subscription to *Hardware* for another year. Am well pleased with *Hardware* and would not like to do without it.

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Arcade File Works' Improvements.

The Arcade File Works, Anderson, Ind., in consequence of the unprecedented demand at home and abroad for the Arcade files with Weed's improved increment cut, find it impossible to keep pace with trade requirements without largely increasing their already extensive plant. They are engaged at present in erecting an important addition to their works in the shape of a steel factory building, covering an area of 200 by 40 feet, which will make their productive capacity 3000 dozen files a day and make suitable provision for a number of improvements that have been in contemplation for several months, and which the constantly increasing business up to date has prevented giving a satisfactory consideration to. It is confidently believed that with this addition to their present facilities, they will be fully able to keep abreast of current demands, and ship their orders with that degree of promptness which has always been a prominent characteristic of Arcade methods of distribution. The business done during 1898, at their stores, No. 97 Chambers Street, New York, and No. 118 Lake Street, Chicago, is reported to be largely in excess of any previous year, giving practical evidence of the complete resumption of business in the manufacturing centres where their product receives its highest meed of appreciation.

Weeds' Eightieth Birthday.

An institution of any kind that has existed for eighty years in Buffalo has witnessed many mighty changes. From 1818, when the tiny village was just beginning to outgrow the ravages of Indian raids in the second war with Britain, to 1898, when a great city stretches from the lake half way to Tonawanda creek, is a long history.

The great Hardware house of Weed & Co. will be eighty years old to-morrow (September 23, 1898). Without doubt, this is the oldest business house in Buffalo, as it certainly is the pioneer Hardware store of Western New York.

The first store was established at Main and Swan Streets, the old Weed Block. Here the firm remained, constantly enlarging and improving until 1896, when their increasing trade forced them to open their present handsome store in the White building.

Some time ago there was discovered in the basement of the old corner-store, the original sign of G. & T. Weed, which, eighty years ago, was placed in position over the doors of the little two-story wooden building, which then marked the crossing of Main and Swan Streets, and which was the first shelter of the business.

This weather-beaten relic will occupy the place of honor in the modern store to-morrow. The original advertisement, published on September 23, 1818, is also in possession of the present firm, and will merit attention as an example of the typography of the beginning of this century.

For many years in the early history of the store it was customary to issue an almanac every year, and *Weed's Hardware Almanac* was a welcome annual contribution to household literature half a century ago. An incomplete file of these has been kept, and will interest lovers of local history. The almanac of 1858 bears on its front cover a fair wood cut of the present Weed Block, with the sign, "Dewitt C. Weed & Co." over the door, and from this volume it is learned that this block was built in the preceding year (1857) with a "front of white stone, quarried at Lockport, near Quincy, Ill." The chronicle pursues: "This being the age of improvement and embellishment in building, we have aimed to serve the public taste, in producing an ornament to the city, as well as to increase our own facilities and profits." The same article briefly tells us that the building which was superseded by the then new and still standing Weed Block, was a three-story brick structure, erected in 1842–3 to replace the original store built in 1820. Also, that when the business was founded in 1818, the population of Buffalo was less than 2000. Thereafter the city grew, according to statistics, from 2095 in 1820, to 8653 in 1830, to 18,213 in 1840, to 42,260 in 1850, and, says the veracious chronicler, "Its present population (1858) is estimated at 100,000."

The Hardware business was founded by George and Thaddeus Weed under the firm name of "G. & T. Weed." It continued under various partnerships, some recorded, some passed into oblivion. The late S. G. Pratt and the present president of the Manufacturers' & Traders' Bank, P. P. Pratt, were at one time part proprietors. In 1851, Dewitt C. Weed became owner, and with him were associated in succession Messrs. George Beals, W. A. Anderson and a younger brother, Hobart Weed, under the title of "Dewitt C. Weed & Co." The firm name remained unchanged until the death of Dewitt C. Weed in 1876, when the title became simply "Weed & Co." Since that date the business has been continued under this sign to the present day, the present members of the firm being Messrs. Hobart Weed and James R. Smith.

The present store is one of the largest and handsomest Hardware stores in America, and the great variety of stock is truly wonderful. Almost everything in metal is carried, from bar iron to a solid silver tea service, and the stocks are admirably arranged so that the different lines in no way conflict.

It is acknowledged by Hardwaremen all over the country to be a model of systematic arrangement, and many of them come from distant States for the sole purpose of seeing this beautiful store.—*Buffalo News.*

Fred. W. Peck's New Catalogue.

Fred. W. Peck, Cohoes, N. Y., has just issued a new catalogue, covering his entire production, and giving for the first time a full idea of the important line of axes and edge tools now being made under the old established Peck "Champion Blade" brands, so long and favorably known to the trade, when produced by A. G. Peck & Co., to which business Fred. W. Peck has succeeded, and has now in successful operation. The catalogue is a well printed pamphlet of upwards of 30 pages, and covers in its contents, single and double bitted axes of all the various patterns desired by the trade, including the Spanish pattern, so largely in demand by the South American and Cuban requisitions, broad axes in large variety, handled axes in similar assortment, including ice and firemen's axes. The hatchets shown cover every possible variety from "Phantom Blade" and regular styles of shingling, lath, claws and half hatchets and including solid steel goods like the "Star Bostonian" and Boston Barrel hatchets, which have achieved a national reputation. The Champion blade hatchets are illustrated in this catalogue with full sized cuts beautifully bronzed, giving a very natural appearance to the goods, and admirably adapted for export trade, as they would naturally impress a foreign buyer. For export trade the cases of axes as well as tools are all lined with heavy water proof sheathing paper, in order to afford perfect protection against sea dampness. The dealer not already in possession of this catalogue should write for one and mention *Hardware.*

Holmes, Booth & Haydens, Waterbury, Conn., are making extensive repairs and additions to their plant. The Berlin Iron Bridge Co., East Berlin, Conn., have secured the contract for the steel roof work for the boiler room, 40x80 feet; the new muffle room, 35x80 feet; and the new brass mill, 118x90 feet. These new additions are to be fireproof throughout. The side walls are of brick, the roof supports are of steel, and the covering corrugated iron. The roofs are arranged with skylights for lighting the interior of the building, and monitors for ventilation.

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Southern Hardware Jobbers' Association.

We have received from C. B. Carter, secretary-treasurer of the Southern Hardware Jobbers' Association, with headquarters at Little Rock, Ark., the following newly revised list of officers, committees and members of that great association for the years 1898–'99:

OFFICERS.

President: Jas. J. Mandelbaum; Fones Bros. Hardware Co., Little Rock, Ark
First vice-president: O B. Barker; Barker-Jennings Hardware Co., Lynchburg, Va.
Second vice-president: R. E. Bell; R. E. Bell Hardware Co., Weatherford, Tex.
Secretary-treasurer: C. B. Carter, P. O. Box 433, Little Rock, Ark.

EXECUTIVE COMMITTEE.

W. E. Gibbins: Woodruff Hardware Co., Knoxville, Tenn.
W. A. Parker; Beck & Gregg Hardware Co., Atlanta, Ga.
Frederick Orgill; Orgill Bros. & Co., Memphis, Tenn.
James Moroney; Moroney Hardware Co., Dallas, Tex.

TRANSPORTATION COMMITTEE.

W. E. Newill; King Hardware Co., Atlanta, Ga.
H. S. Bettes; H. S. Bettes Hardware Co., Paris, Tex.
W. S. Robertson; Watkins-Cottrell Hardware Co., Richmond, Va.

MANUFACTURERS COMMITTEE.

C. E. Thomas; May & Thomas Hardware Co., Birmingham.
C. H. Ireland; Odell Hardware Co., Greensboro, N. C.
C. E. Speer; Speer Hardware Co., Fort Smith, Ark.

GRIEVANCE COMMITTEE

J. C. Sproul; Anniston Hardware Co., Anniston, Ala.
Frank S. Gray; the S. B. Hubbard Co., Jacksonville, Fla.
Wm. M. Teague, Jr.; Teague & Sons, Montgomery, Ala.

MEMBERSHIP COMMITTEE.

A. P. Duncan; McLendon, Duncan & Co., Waco, Tex.
H. S Anderson; Anderson Hardware Co., Atlanta, Ga.
Paul R. Howard; Paul R. Howard, Norfolk, Va.
W. A. Pleasants; W. A. Pleasants Hardware Co., Shreveport, La.
J. J Wescoat; Marshall, Wescoat & Co., Charleston, S. C.

MEMBERSHIP.

Alabama.

Anniston: Anniston Hardware Co.
Birmingham: May & Thomas Hardware Co., Milner & Kettig Co.; Moore & Handley Hardware Co.
Mobile: Cunningham Hardware Co.
Montgomery: D. M. Snow & Co.; Teague, Barnett & Co., Teague & Sons, Tullis Hardware Co.
Tuscaloosa: Allen & Jemison Co.

Arkansas.

Fort Smith: Speer Hardware Co.
Little Rock: W. W. Dickinson Hardware Co.; Fones Bros. Hardware Co.

Florida.

Jacksonville: The S. B. Hubbard Co.
Tampa: Knight & Wall Co.

Georgia.

Athens: Athens Hardware Co.
Atlanta: Anderson Hardware Co., Beck & Gregg Hardware Co., Clarke Hardware Co., King Hardware Co., F. I. Stone & Co.
Gainesville: S. C. Dinkins & Co.
Macon: Dunlap Hardware Co.
Rome: Rome Hardware Co.
Savannah: Edward Lovell's Sons, Palmer Hardware Co., J. D. Weed & Co.

Louisiana.

Shreveport: W. A. Pleasants Hardware Co.

Mississippi.

Meridian: Melton Hardware Co.
Natchez: Baker & James.

North Carolina.

Charlotte: Charlotte Hardware Co.
Greensboro: Odell Hardware Co.

South Carolina.

Charleston: Marshall, Wescoat & Co.

Tennessee.

Bristol: Mitchell, Powers & Co.
Chattanooga: E. C. Atkins & Co., Tom Fritts Hardware Co., Magill Hardware Co.
Knoxville: S. B. Luttrell & Co., Woodruff Hardware Co.
Memphis: E. C. Atkins & Co., Manogue Pidgeon Iron Co., Orgill Bros. & Co.; Thomas, Barnes & Miller.

Texas.

Dallas: Moroney Hardware Co.
Houston: F. W. Heitmann & Co.
Paris: H. S. Bettes Hardware Co.
Sherman: Roberts, Sanford & Taylor Co.
Waco: McLendon, Duncan & Co.
Weatherford: R. E. Bell Hardware Co.

Virginia.

Lynchburg: Barker-Jennings Hardware Co.
Norfolk: Paul R. Howard, Watters & Martin.
Petersburg: Charles Leonard.
Richmond: W. S. Donnan & Co., Watkins-Cottrell Hardware Co.

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ASTOR, LENOX AND TILDEN FOUNDATIONS.

Contract of Purchase.

The following is an extract from a recent address by T. H. Green, treasurer of the National Association of Credit Men:

When a merchant purchases goods of a jobber or manufacturer he does so in specific terms as to date of payment, and a contract is entered into under which each has certain rights which they are equally bound to observe and respect.

When the jobber or manufacturer has made shipment and has properly observed the agreed terms as to price, quality, time of shipment and date of payment, and an invoice has been furnished for the goods and a receipt in good order has been taken from the transportation company or other agent of the purchaser, he has performed his part of the contract. The merchant always insists upon strictest compliance with the contract on the part of the jobber, and he should observe and carry out his part of the same with an equal degree of care and promptness.

I am sorry to say that there are some merchants who totally disregard their obligations in this respect and become offended when their attention is called to the fact. It never occurs to them that it is incumbent upon them to observe their part of the agreement with the same degree of promptness as they exact of the jobber.

Every merchant should discount his bills, if possible, but in case his means will not permit of his doing so he should pay them promptly at maturity. A draft should be in the hands of his creditor the day it is due, and not one day or more thereafter. He will thus have performed his part of the contract as faithfully as he insists the jobber shall perform his. Should it happen that from causes that are unavoidable the merchant is unable to pay promptly the day the bill is due, it is his duty in strict justice to the other party to the contract to arrange beforehand for an extension, and not, as many do, ignore the matter, as if the other party to the agreement had no rights which he is bound to respect.

Jobbers make their calculations upon receiving their money when bills are due, and they make contracts which will require the use of money thus collected. If they do not get it they are discommoded, and are obliged to borrow extra sums to make the deficiency good, thus contracting liabilities and making expense which their debtors are responsible for without rendering an equivalent. This, all good business men will agree, is an injustice. The retail merchant, as a rule, is not wholly to blame for slowness of payment. The jobber must bear his due proportion of it and for the many failures, with the loss and humiliation attendant, which are caused directly or indirectly by his indulgence or carelessness in the matter of making collections.

The A. J. Phillips Co., Fenton, Mich., on September 15th started up their factory for the season's run, which lasts until July next. Their specialties, as is well known, are the manufacture of snow shovels, window screens, screen doors and novelties. They report that the outlook is good for a very large screen business, and that, so far as they are able to ascertain, stocks were pretty well cleaned out during the past season.

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The Lancaster Machine & Knife Works.

The Lancaster Machine & Knife Works, Lancaster, N.Y., Allerton-Clarke Co., Nos. 97 Chambers and 79 Reade Streets, New York, sole agents, are in possession of one of the most complete manufacturing plants of its size in the State of New York. Equipped with up-to-date machinery, and with both steam and water power, having their own

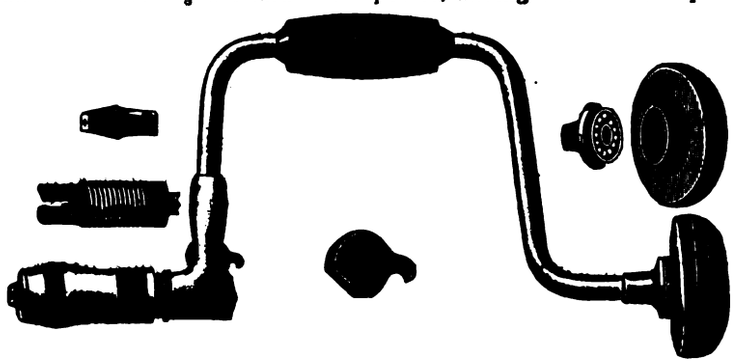


FIG. 1.

electric service to light the entire establishment, they can run day and night with corresponding ease and convenience. Among their leading productions they call attention to a line of ball-bearing and plain quill Braces which have been on the market for a few years and have lately been greatly improved. The Lancaster Ratchet Brace, of which an illustration is given herewith, Fig. 1, is claimed to be a great improvement over the "pawl and ring" ratchet, being constructed in a manner which is considered more simple and durable. The sweep is made from finished cold drawn steel, the jaws being made of tempered

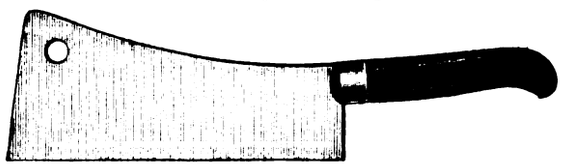


FIG. 2.

steel and the chuck having a hardened steel washer between the sockets. The jaws bring the bit to an exact centre, and are not depended upon to hold the tool entirely, as the interior of the socket is so constructed as to securely hold all sizes of bits, thus giving a perfect centre and extra strength. The quality of material used, the perfect workmanship and superiority of finish, give evidence of factory facilities worthy of a more extended notice. We illustrate, in Fig. 2, the head and bearings used in these braces. The balls running on solid steel cups, are fully as strong and as admirably adapted for propelling purposes as those found in bicycle construction. Of braces, they are now producing as large a variety, adapted to all

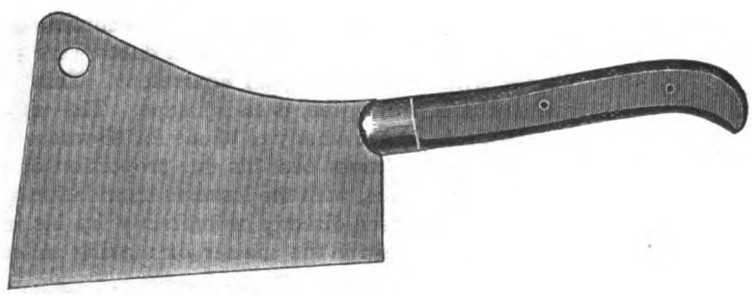


FIG. 4.

trade requirements, as any factory in the country, the latest addition being the line of low-priced braces noticed recently among our "New Goods and Specialties."

The reputation of the "Lancaster" Butchers' Cleavers has been widely extended by the adoption of these "warranted quality" goods in such sections of the country where a superior article in this line meets with a constantly increasing demand. We illustrate in Fig. 3 the Lamb Cleaver and in Fig. 4 the Regular Butchers' Cleaver. These are shown in the flat split handle variety, although in the full and complete line made by this company, they make the round handled Butchers' Cleaver and also the "iron handle cord wound," which style includes the packing-house cleavers. Their full assortment embraces "lamb splitters" and "beef splitters." These goods are all sold

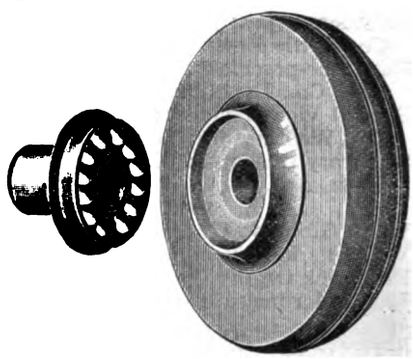


FIG. 3.

under a special guarantee, that "in the event of any imperfections as to temper, etc., they will be replaced by other goods without expense."

One part of the extensive products of the Lancaster Machine & Knife Works, not so universally known to the Hardware trade proper, is the line of "machine knives" for special factory purposes, and from the original production of which the company derives its name. These goods, which of necessity have to be of the highest quality as to temper, and uniformly perfect in proportion, are in steady demand by such large factory specifications indicated by their various uses in the construction of such machines as the following: Planer, veneer, rag cutter, paper trimming, cheese box, hoop, match cutting, barker, tobacco and chipper machines. Included also are such knives as mitre, shaper, spoke and shingle. We illustrate in Fig. 5 several of the leading shapes constantly in demand. Their new catalogue is of sufficient importance to make it worthy of a place in the working library of the Hardware dealer, or machinery manufacturer producing goods which require the above appliances.

The Wells & Nellegar Co., Chicago, Ill., have issued their October circular of seasonable Hardware. This is thoroughly illustrated with cuts of their extensive lines, including almost everything which can be mentioned in the general Hardware business. Full prices are given, and the circular becomes a compendium of great value to any Hardware dealer.

The Logan & Strobridge Iron Co., New Brighton, Pa., have issued a handsomely illustrated catalogue of their

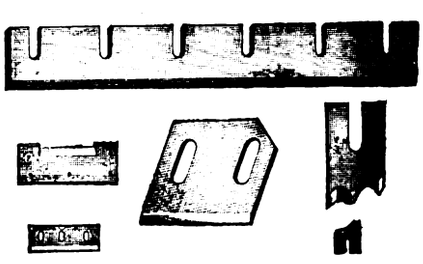


FIG. 5.

house-furnishing and builders' Hardware, iron toys, etc. The extent of these lines may be gathered from the fact that four pages are occupied in an index. The catalogue is printed upon heavy calendered paper, which brings the numerous illustrations out in a first-class manner. They term this their "live, active goods catalogue," as it contains only such goods as are moving and readily salable.

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NEW GOODS AND SPECIALTIES.

White's Improved Stove Pipe Collar.

White Bros , No. 1347 Fulton Street, Chicago, Ill., are manufacturing an improved Stove Pipe Collar shown in the accompanying illustrations. Fig. 1 shows the collar, and Fig. 2 as applied to stove pipe. The manufacturers make the following claim for their stove pipe collar: It will keep



FIG. 1.



FIG. 2.

the pipe from going too far into the chimney; the arms are flexible and are easily attached to pipe or elbow; holds the collar firmly to the wall, preventing the escape of soot or dust; wire can be attached to arm for fastening pipe and elbows together, doing away with hooks in ceilings. Made in three sizes, 5, 6 and 7 inch. For prices, etc., address the manufacturers.

The Miller Oil Heater.

We illustrate in this connection the Miller Oil Heater, being very successfully manufactured by Edward Miller & Co., Meriden, Conn., with New York offices at Nos. 28–30 West Broadway. This heater has recently been brought out, and its good points and qualities can be largely understood from an examination of the two illustrations here

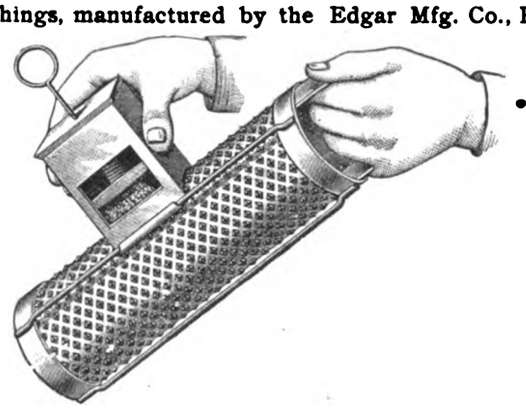


FIG. 1.—THE MILLER OIL HEATER COMPLETE.

shown. In Fig. 1 is shown the heater complete, this being but one of the several styles they make, both with and without bails. Some have oil receptacles resembling an embossed lamp fount. The main feature of all the styles of this line is the burner shown in Fig. 2, which has an automatic extinguisher and cannot smoke. A is the stop nut for regulating the height of perforated thimble; B and C are flame spreaders; D is the top plate and extinguisher combined; E is the wick. The top plate, D, makes it impossible to turn the wick E to more than a correct height, thus preventing smoke, and when wick E is lowered by the thumb screw, plate D of the perforated thimble will drop on to the wick tubes and extinguish the flame. This burner has a central draft and is described as giving 800 candle power. Some other features of note are the two ring handles for removing the fount. large feeder for filling, registering oil indicator, and outside thumb screw wick adjustment.

Edgar Chocolate Grater.

The article herewith illustrated is a new article in housefurnishings, manufactured by the Edgar Mfg. Co., Read-



ing, Mass. It is the Edgar Chocolate Grater, for chocolate, bread, cheese and table use generally. The manufacturers point out the fact that it "grates chocolate as fine and dry as meal, producing a superior article for cake, blancmange, ice cream, puddings, fudge, confections, etc." They add: "The great and constantly increasing use of chocolate as an article of food, has demonstrated the need of something better than the antiquated sheet grater, for



FIG. 2.—THE OIL HEATER BURNER.

getting the chocolate into convenient form for use; and as manufacturers of the Edgar Nutmeg Grater, now so widely known and used, we have received numerous calls for such an article. It is intended to supply a real need: is admirably adapted to the purposes intended; embodies some of the principles of the Edgar Nutmeg Grater. It saves handling the chocolate while grating; saves lacerating the hands, and renders the preparation of chocolate for cook-

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ing purposes, a pleasant, instead of a disagreeable task. The Edgar Chocolate Grater is equally good for cheese, bread, macaroons and other articles. It retails for 25 cents and pays a good profit."

Goodell Bench Drills.

Goodell Bros. Co., Greenfield, Mass., are putting on the market a line of Bench Drills as herewith shown (Fig. 1).

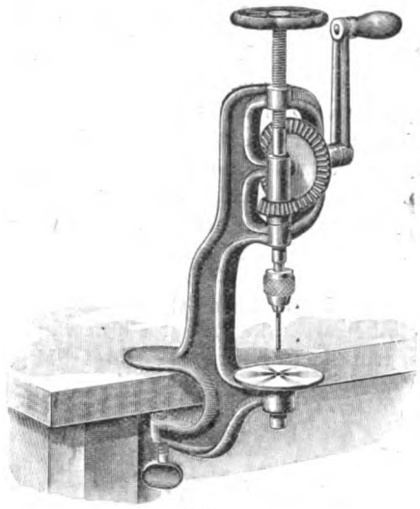


FIG. 1.

These little machines are described as a decided departure in quality from anything of the kind which has heretofore been put on the market. The No. 8, the smaller size, is capable of drilling up to ¼ inch, and is fitted complete with a three-jawed chuck. The gears used on these machines are all correctly cut from solid stock; the feed-screw and spindle are of steel; the table is adjustable; the frame is of iron sufficiently heavy for doing work up to its extreme capacity. Amateurs and others desiring a small drilling machine will find this an article which cannot fail to merit their endorsement after use. The No. 9 machine (Fig. 2) is correspondingly larger and heavier than the one previously

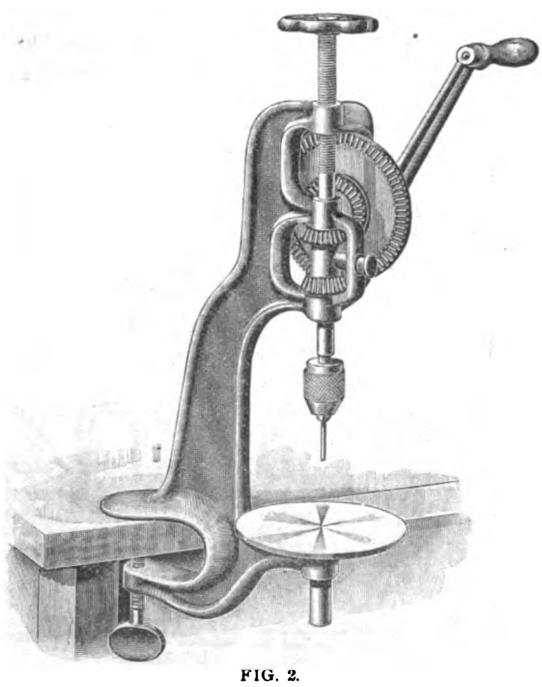


FIG. 2.

described. It is fitted with a three-jawed chuck with a capacity to ⅜ inches. It has two speeds regulated by a quick change; the gears are correctly cut; the table is adjustable, and this size is practical in much more than an amateur way. They are also furnishing a machine known as the No. 9½, identical with the No. 9 except that a double acting vise as shown in the illustration is furnished with it (Fig. 3). This can be used in place of the table whenever desired. In bringing out these little machines, the manufacturers have aimed at a much higher standard of quality than is usual in small tools of this character. They are well

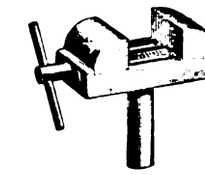


FIG. 3.

made and carefully constructed in every detail; painted and finished in an attractive manner, and, upon examination, cannot fail to be appreciated.

Good Words From Ohio.

Editor Hardware: Replying to your incidental inquiry in a recent letter, regarding trade on the Champion Wheelbarrows and as to which classes are the best sellers, will say our trade for 1898 has been very satisfactory. The better classes of goods have sold largely, and we think the days of the inferior goods are over for some time, as the very best are so low in price that the dealers can purchase them and sell at a better margin than the inferior a few years ago. As to our best sellers in a wood frame, our No. 75 is our great seller. Its construction makes it so much stronger than any other, that the trade seems to prefer it in steel frame. Our No. 10 has sold away beyond our expectation, folding up and requiring so little space for shipping and storing, and so very strong, and weighing no more than a wood frame, makes it a very popular seller. In wood frame and steel tray, our No. 77 has had a remarkable sale. It has taxed us to keep up with our orders. In our all-steel mining and coal we can hardly say, as they are all moving well. We have many compliments on our angle steel frames that we use in the mining and coal. The trade say they are preferable to the pipe. The outlook for the future is very promising, and we think the country never had as bright prospects as now for all kinds of business. The new territory we shall have very soon will give us a new outlet, and "Uncle Sam" and his family will make good use of it.

Truly yours,

THE BRYAN MFG. CO.
M. V. Garver, Secretary.

Bryan, Ohio, October 3, 1898.

The Manufacture of Springs.

One of the best equipped plants for the manufacture of springs is that of the Wallace Barnes Co., Bristol, Conn.

A representative of *Hardware* recently had the pleasure of going over the factory, through the courtesy of the present manager, Carlyle F. Barnes,

The Wallace Barnes Co. was established by the latter's father in 1857; and from that time to the present has steadily increased in size, until the present plant is comprised of three capacious brick structures and two wooden ones devoted to the actual manufacture, as well as a large brick building in which are stored large quantities of the raw material.

The latest improved machinery has been constantly added to the equipment, until the producing capacity of the plant is practically unlimited. In every place possible, automatic machinery is used, while the most recent invention in tempering insures, by a continuous process, absolute uniformity throughout any quantity of material.

In order to meet the increase of business and to preserve the reputation of the company for promptness and dispatch, the motive power is now being increased by a 80 H.P. engine, to receive which it has been found necessary to enlarge the engine house. Mr. Barnes reports fall business of a most active character, and looks forward to a record year for 1899.

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Review of the Markets.

Hardware business, while steadily improving in volume, does not seem to possess the vitality and briskness, which would be so grateful to the dealer.

Prices are strong, and quotations for future firm in tone; very few if any signs of weakness being manifested along the line. Stocks are none too full for the season's customary requirements, in fact, in a number of lines, appertaining to this season of the year, a scarcity of goods is the discouraging condition.

Wire Nails: The market continues very strong in tone on this important staple with a firm prospect of its continuance. The advanced prices made recently, being fully sustained and any concessions from the schedule rarely heard of. The demand which has been moderate, is daily becoming more pronounced with the mills possessing no desire to book orders beyond the last day of October. Prices are held as previously announced: To jobbers in carload lots, f.o.b. Pittsburgh, $1.35; buyers of single carload, f.o.b. Pittsburgh $1.40. A discriminating ratio is made for shipments from Cleveland, which is 2½ cents a keg advance on above quotations, and from Chicago, Cincinnati and Louisville, 7½ cents; while St. Louis, is 12½ cents. Early delivery orders only are solicited, as it is the firm conviction in the trade that a further advance in base quotations may be expected at an early date. New York prices, are quoted at $1.50 for carload lots on dock; with smaller lots from store $1.60. Export shipments are reported as being very satisfactory.

Cut Nails: The demand has been improving since our latest issue, and a fairly satisfactory business is being done on a basis of $1.10 for carload lots f.o.b. Pittsburgh. New York prices continue as follows: carload lots on dock $1.25; smaller lots from store $1.30.

Barb Wire: Continues in good demand at current quotations: represented by quotations of $1.40 for painted in carload lots, f.o.b. Pittsburgh, and $1.70 for galvanized, with the usual advances for other factory points as is the case with wire nails. New York prices, remaining as quoted: four point galvanized in carload lots on dock, $1.85 @ $1.90; smaller lots from store being held at $1.95@ $2. Export business continues very good, and local demands daily on the increase.

Smooth Wire: With a demand growing more and more active, warehouse stocks are becoming lighter daily. No changes in price, previous advances being substantially maintained. The market is represented by the quotations of $1.15 for Nos. 6 to 9 f.o.b. Pittsburgh, with same advances as on other wire products, from factory points; Cleveland, 2½ cents; Chicago, Cincinnati, Louisville, 7½ cents; and St. Louis, 12½ cents.

Cordage: While there are indications of a rising market on manila and sisal hemp, the manufacturers are holding rope at prices recently announced. The following, representing manufacturers quotations for carload lots, smaller quantities being subject to the usual advance.

Manila, 7-16 inch and larger	per pound,	9	cents.
" ⅜ inch	"	9½	"
" ¼ and 5-16 inch	"	10	"
Sisal, 7-16 inch and larger	"	8	"
" ⅜ inch.	"	8½	"
" ¼ and 5-16 inch	"	9	"
" Lath Yarn	"	7½	"

Shovels and Spades: The advance in price of 25 cents a dozen by the manufacturers, is being sustained with unanimity even by the jobbers, and the present demand being a satisfactory one for all concerned, little fear exists of a weakening in price for some time to come.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, under date of September 29th, quote as follows: In lots of less than 5 barrels, 36 cents per gallon; in lots of 5 barrels or more, 35 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw; Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE PORTLAND TRADE.

Fall trade is starting in with much of the old time swing, and bids fair to be fully up to the average.

Builder's Hardware is not quite so much in demand as at this time last year, owing to lack of building enterprise in the spring, but we do not see why we should not get an average season on general lines. Everyone is full of hope for the future, and many business enterprises are being talked that have only been hinted at in the past.

The lumbering interests are not being pushed as much as usual, but we think those that are doing the most will feel well satisfied when the spring opens, as there must be a very heavy demand for all kinds of lumber another year. We do not see why we should not round out the last year of the century, and make 1899 a banner year.

Farmers all over the country have harvested crops very much above the average, and are getting good prices for all that they have raised. This will make money easier. Collections are fair. THE EMERY-WATERHOUSE CO.

THE CLEVELAND TRADE.

The combination of the great steel works is the most important act in the manufacturing interests.. The foreboding of evil as the result of combination does not seem to prevent them, and for good or evil they continue. If we are to capture and hold foreign trade, expenses of manufacturing must be reduced.

Manufacturers are averse to reducing wages, and combining offers the best means of reducing expenses. The expense of officers and office work, salesmen and advertising will go far towards paying dividends on the capital. The number of employees also can be greatly reduced.

In visiting the immense works at Homestead, one is surprised to see so few men. One man sitting at the lever is doing the work of hundreds; less men, lighter work and better wages seem to be the trend; brain mixed with muscle, the new renaissance.

The stage coach was succeeded by the railroad; the sail vessel by steam; horse cars by electricity; small craft on the lakes by 20 feet channel, destroying the value of millions for individuals, but increasing capacity for public benefit immensely.

Combinations will hurt some individual interests, but that they have largely promoted manufacturing interests of Germany resulting in great public benefit, is not doubted by students of economic interests, and for this country they seem to offer the best means of meeting the demand for decreased expenses.

The waiting process in trade has affected September business. It is the first month for '98 showing decreased sales, but the country is prosperous and reward of industry is certain.

The important questions pending affecting our foreign relations will undoubtedly cause some hesitation in investmeets, but we can wait in confidence.

The absence of the writer prevented giving his views on the organization of a National Retail Hardware Association.

There is danger of over-organization, as there is danger of over-systematizing in business. The Sabbath was made for man, and systems and organizations are made to aid and not control business. Organization and system must be made subordinate, or they will prove an injury. The personal equation must not be made secondary; tendency to depend too much on organization and system endangers both. Too much is likely to be expected from organizations and combinations, and they are likely to break in the strain imposed upon them.

I do not think the organization of a National Retail Association would be wise. Experience shows that local Asso-

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ciations are of most value; county ones preferable to State and city, and townships preferable to county, and unless these can be made prosperous, it is useless to attempt to organize larger ones. A conservative estimate of the purpose, and determined opposition to radical action is the only means of preserving present organization. The controlling spirit must not be present personal gain; the work must be on larger lines if it is to be of permanent value. It would be wise to make haste slowly.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURG TRADE.

"Best September for past five years" is our head bookkeeper's report. This is cheerful, and more especially as the opening days of October keep up the pace, and the fall season promises a decided increase over that of 1897. All manufacturers about our city are well employed, and mills running steadily.

As we write, preparations on a grand scale are making for the entertainment of the Knights Templar next week. The city will put on gala-day attire, and weather permitting, will present a beautiful appearance to our visitors.

One of the signs of the times is that people are looking about to go into business—we have had several parties recently ask us to let them know of places to start in—of course most of those will try old stands and revive them with new energy and more capital, but it will be for the better.

LOGAN-GREGG HARDWARE CO.

THE KANSAS CITY TRADE.

While the volume of business could be greater, prices are quite steadily maintained at fair values. Business is only "moderately good;" large orders just now are the exception. In many seasonable lines this is really advantageous to the jobber, because as we recently said to our salesmen in a change sheet,—"there is no trouble experienced in selling goods. The trouble comes in getting goods fast enough to meet our wants."

This is doubtless true all over the country, in such goods as sheet steel, hods, elbows, stove boards etc.

We have had to advance prices considerably on the last item. This concern handles an extensive line of wagon woods and we find a scarcity of good material, and we meet unexpectedly higher prices. The writer hereof long since reached the conclusion—which he is more and more convinced was correct when first formed,—that dealers and consumers of wagon material must consent to pay constantly higher prices for goods into which hickory and ash timber enters.

Eventually, we will sell single trees, double trees, rims, shafts, poles, neck, yokes, etc. made of structural steel, or else will substitute and use a very much cheaper and inferior grade of timber. One of the two things is as certain as fate.

The timber and lumber problem of the United States is too little thought of. As a people we are the most short sighted human beings on earth, professing to be cultured, civilized, progressive.

This remark applies to economic problems with more force than to any other. We are constantly consuming, but giving little or no heed to reproduction. Out in Kansas the once treeless praires are everywhere dotted with artificial groves, until to day many hundreds of thousands acres are thus given over to "timber culture." However, this is utterly valueless in commercial sense, since cottonwood, box elder, maple and catalpa very largely predominate. Speaking from more than thirty years of intimate knowledge of Kansas climate, the undersigned knows that these artificial groves have done more to work a marked and favorable change than probably all other artificial means combined. If therefore the matter of timber culture became a really serious thing with our "statesmen," so that we could look ahead fifty years for the benefit of posterity, the inhabitant of that day might know what a "forest" looked like. Anybody has the idea of a "grove."

This week our kustomers kome to town and kavort in komikal kapers—This is our "Karnival" week. These festivities bring us into personal contact with many friends whom the people in the house would never otherwise see.

Business, as such is very little benefited.

The movement of grains, live stock, etc., has been unusually heavy of late. Barring an occasional train robbery, for which Kansas City has become notoriously prominent, there is no excitement to report as worthy of mention.

GILLE HARDWARE & IRON CO.

THE COLUMBUS TRADE.

The fall trade is now on in full force, and keeps us busy early and late. We, like some others that we know of, are having trouble in getting certain lines of goods. Guns are very hard to get. Foreign orders are slow coming in. It seems that foreign gun makers were in serious doubt about American importers taking chances on getting guns through without being confiscated as contraband of war, and did not make many guns, and now they cannot fill orders. American guns are also getting scarce. The demand has been unusually good this fall, for both guns and ammunition. Bob-Whites and Cotton-Tails are plenty.

Prices are fairly well maintained on staple goods, and are somewhat firmer on a number of articles. Glass is extremely scarce, and it is impossible to get some sizes. Shovel manufacturers wanted to increase their dividends a little, so they issued a circular to the trade that they must pay 25 cents per dozen more for all kinds of shovels. We are expecting notice that some of the high officials want to go to the World's Fair in 1900, and the trade must pay their



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...THE...

ARCADE ALWAYS AHEAD

Owing to the unprecedented increase in the demand, both in this country and abroad for

ARCADE FILES

With Weed's Improved Increment Cut,

We are now adding to our present facilities by the erection of new steel buildings covering an area of

200 x 40 FEET

and which when completed will give

THE ARCADE FILE WORKS

a capacity of 3000 dozen files a day, making it without exception the . . .

LARGEST FILE WORKS IN THE WORLD.

We attribute our unqualified success to the fact that Arcade files are made from the very best crucible file steel, and with Weed's improved increment cut are guaranteed to cut faster and wear longer than any other file on the market.

The Arcade File Works is the only file plant in the world which is using the even heat of natural gas, thus insuring a uniformity in temper impossible of achievement under any other conditions.

The Arcade File Works,

ESTABLISHED 1842.

SAMUEL W. ALLERTON, - - President.
C. C. CLARKE, - - - - Sec. and Treas.
A. WEED, - Vice-Pres. and Gen. Manager.

New York: 97 Chambers Street.

Chicago: 118 Lake Street.

Works: Anderson, Ind.



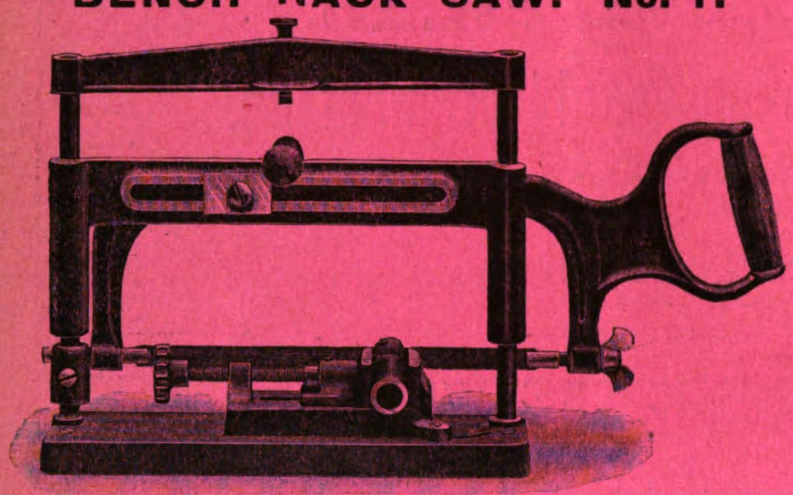
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GOODELL TOOLS

OF UNQUESTIONABLE QUALITY.

WARRANTED HACK SAW BLADES At Correct Prices.

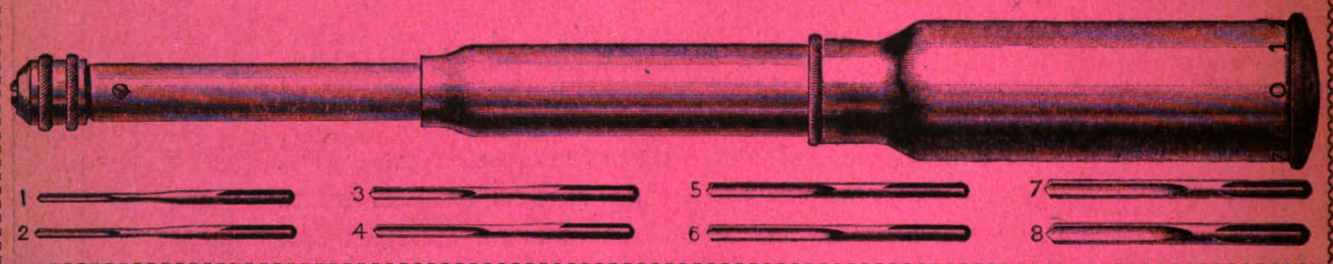
BENCH HACK SAW. No. 1.



LIST $3.50

SAWS TUBING OR WIRE.
SAWS IRON OR STEEL.
HAS SWIVEL VISE.
IS FITTED WITH OUR
GOODELL
9 in. HACK SAW BLADE.
WILL SAW SQUARE
AND

WILL SELL.



WE MAKE Other styles, but the GOODELL AUTOMATIC DRILL No. 3, works Easiest, Wears Longest, and Sells Best.

BENCH DRILLS.

No. 8



Complete with Chuck and 8 Drills.

LIST $5

Three Jawed Chuck 0 to 1-4 in.
8 drills with each,
CUT GEARS,
Adjustable Table,
Steel Feed Screw,
3 inch Feed Run,
Drills to center of 4 in. Circle,
Solid Iron Frame,
Distance from bench to top of feed screw when raised 13 in.

Chuck Patented August 13, 1895.

OUR CATALOGUE SHOWS LARGER STYLES.

GOODELL BROTHERS CO., P. O. Box 532, **Greenfield, Mass., U. S. A.**

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expenses; so they will assess each dealer who sells shovels the sum of 25 cents a dozen for each dozen shovels they purchase. These combinations are a nice thing—for the ones belonging to them. We beg pardon for calling the Shovel Association a combine, but we do not know any other name that will cover the ground. We know of some manufacturers who were decidedly opposed to the advance, and said there was no need of an advance as the profits they were making should be satisfactory; but who is ever satisfied? THE SMITH BROS. HARDWARE CO.

THE ALBANY TRADE.

In this section, as the months pass toward the end of the year, some increase of sales over the corresponding months of '97 is noticed and, as it is pretty well admitted by the majority of dealers, there has been a falling off in the trade on nails, fence wire and a few other "heavy" articles, this increase in trade is naturally all the more satisfactory.

There is but little to note in firmer prices and this is confined to some lines of "season" goods made scarce by the demand earlier in the fall, and the inability on the part of the manufacturers to obtain a prompt supply of raw material. Stove boards command a premium, and the dealer with a good stock can readily unload it at a handsome advance over cost. The higher prices fixed by the makers of shovels has "toned" the market on this line which surely needed a tonic, competition among the jobbers having brought prices lower than retailers could secure direct from the works.

Ammunition is quite an item among the orders now coming in, and stocks receive close attention to prevent the dreaded "shorts" so commonly in evidence.

Oil heaters have become an article of large sale among some of the jobbers. The "Beauty," so well-known in this section, enjoys an annual sale of over one thousand, and, not being a cheap affair, runs into quite a volume for a single article in this comparatively limited territory.

Meat and food choppers are in active demand. The exhibition given in many places a year ago had a telling effect, and up-to-date housekeepers appreciate the rapid and thorough work these diminutive machines accomplish, all of which helps likewise the jobber and retailer.

The uniform prices in the leading articles sold by Hardwaremen to blacksmiths and carriage makers brought about by the Association established first in Eastern and later in Western New England followed as well by the Eastern New York and Vermont organization, is greatly appreciated by the houses of modern ideas who are sustaining such associations. The increase of profit is appreciated by those within the circle, and those who remain outside the lines are unquestionably missing a good deal. Why do they not join hands and do as the largest manufacturers have been doing of late? ALBANY HARDWARE & IRON CO.

THE ST. PAUL TRADE.

The trade conditions in our city are very good, though none of the jobbers are so rushed that they wish they had less to do. The prices on staples are held up in very good shape as our location merits, by reason of our ability to get here by lake and rail.

Our own city is growing nicely. There are more houses being built this year than any during the "nineties." Surely good times are here and will remain for some time to come. C. W. HACKETT HARDWARE CO.

THE PHILADELPHIA TRADE.

Straw hats and summer clothing on the first of October are not conducive to a brisk, fall business, yet there is a large tonnage moving—the only cause for regret being the low prices existing.

In staples, however, these prices have shown some betterment, as the last few days have seen advances or a marked stiffening in price of wire, wire nails and cut nails, while the number of nail mills now shut down on account of strikes, is creating a scarcity of supplies which augurs well for higher prices.

In other lines the market continues steady, without much change in either direction, and collections are quite up to the average.

It will be surprising if, in the next few weeks, we do not have a spell of decidedly cold weather, in which case a marked increase may be expected in the demand for all seasonable goods Already large quantities of goods suitable for the season have been shipped, and the temporary lull is readily explained by the unusually warm weather.

BIDDLE HARDWARE CO.

THE DAVENPORT TRADE.

County fairs, political conventions and the Omaha exposition were of no especial or immediate advantage to the Hardware trade for the last half of September; in the month, however, sales were rather better than last year. October trade starts out brisk, and is quite an improvement, so far, over the corresponding days of 1897.

The Iowa Hardware Jobbers' Association at Oskaloosa was well attended, and peace and harmony prevailed. One pleasant feature was a number of visitors representing manufacturers who gave some interesting talks; notably among them were Messrs. E. C. Lott and W. P. Bissell, of the American Wire & Steel Co.

The country is looking beautiful; there has been no frost, consequently the pastures, meadows and fields of winter wheat are as green as in June. There will be a large crop of corn, but none will be harvested until the frost comes to hasten the ripening. Money is more plenty, collections are better, and there has been no cause to mourn over failures for some time,

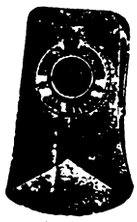
SICKELS, PRESTON & NUTTING CO.

THE GRAPHITE TRADE.

We certainly can join the ranks of the cheerful writers this month. Particularly as cheerfulness is an accompani-



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PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohoes, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.



To the Hard-Wear Trade.

To all those in search of cycles or fire-arms suitable for hard wear and rough usage, we wish to call attention to

Iver Johnson Fire-Arms and Cycles.

These goods are well and favorably known, and are always in demand, therefore a profitable line for dealers to handle. Our prices and discounts are right and we are sure that we can interest you, and respectfully solicit your correspondence. . . .

Branches:
NEW YORK,
99 Chambers St.
BOSTON,
405 Washington St.
WORCESTER,
364 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.

FOR NEW YORK AUCTION SALES.

Consignments selected from manufacturers of Hardware, Tinned and Enameled Ware, House-Furnishing Goods and Specialties for Auction Sales to be made weekly. Charges reasonable, and Prompt Returns made. References given if required.

UNION AUCTION CO., 79 Murray St., New York City.

ment of prosperous business. Like the proverbial clam, we are enjoying high water, with the hope that the tide may never recede.

We are filling orders in all directions, and from all directions orders are filling us; day after day it's nip and tuck. Sometimes we are under, and at other times the orders are on top.

This pleasant one-sidedness applies to all the Graphite products, and the monthly footing makes very pleasant reading.

A new three-story annex to the pencil works, 40x80, will be in full operation before the close of October.

Business relations are changed. The "Kicker's" voice is rarely heard in the land and the prices are right and the "Little Account," does not ask to be extended. The office force slips in earlier and stays a little later, and the merry click of the type-writer and tinkle of the incessant telephone bell, break more loudly upon the silence accompanying stupendous brain work.

JOSEPH DIXON CRUCIBLE CO.

A Clever Draftsman.

The slickest draftsman in our office at this kind of work is a little, dark complexioned fellow who sits in a corner and says never a word. He has a glass eye and three wooden legs. His name is Camera. He takes his cap off at a drawing for only a minute and says to the foreman: "I have made a more accurate copy than any tracer in the office could have done. Every line is exact, every circle is true and all your figures are correctly copied. If you are using your drawing for constant reference, I will only delay you for a minute, and your copy will be ready for printing in an hour." To any intelligent man such an appeal will not pass without a careful examination.—*American Machinist.*

Clerk: "I have been in your employ now going on five years, and I am getting the same salary I started with."

Proprietor: "I know it, but every time that I've made up my mind to cut you down or discharge you something has reminded me of your wife and little ones at home, and so I couldn't do it. There, my man, you see I have a heart as well as a head."—*Chicago News.*

PAN-AMERICAN R. R. BARROW.



With Round Steel Spoke Wheel The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.

Write THE KILBOURNE & JACOBS MFG. CO.
COLUMBUS, O., U. S. A.

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Send Postal for FREE Sample Package...

GEM PATENTED. THE "GEM" PAPER CLIP

for holding together enclosures, Mss., etc., is the only one that can be used over and over again. After fastening together a thick bunch of papers, it will be just as effective next time on a thin one. Retails at 15 cents per box of 100. . . .

SPECIAL PRICE TO THE TRADE.

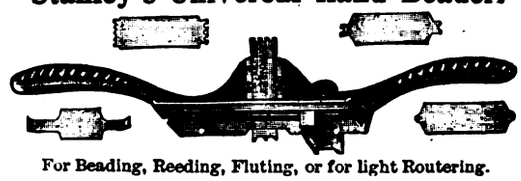
CUSHMAN & DENISON, 159 Ninth Ave., New York.

IMPROVED Labor-Saving CARPENTERS' TOOLS.

STANLEY RULE & LEVEL CO. New Britain, Conn.

SOLD BY ALL Hardware Dealers.

Stanley's Universal Hand Beader.



For Beading, Reeding, Fluting, or for light Routering.

SAMPLE OF WORK



DONE BY BEADER

No. 66. Nickel Plated, with seven Steel Cutters $1 00

Maine's Axe-Handle Man.

The axe-handle man is another peculiar worker in the Maine woods, and he lives just as unconventionally and has just as good a time as the hoop-pole man or the gum-picker. He frequently accompanies the hoop-pole man in his tours through the woods in the wake of the loggers. The saplings needed for axe-handles must be larger than those the hoop-pole man is looking for, and consequently their interests do not conflict, unless it is that the hoop-pole man denudes the forests so thoroughly that he leaves very few saplings behind to grow up for the axe-handle cutter. The ash saplings are about the only ones that the latter looks for, and he goes into the woods in the fall and chops down every sapling of the desired size. The young tree is then split, and the chopper blocks out the handle in a rough way. When a good collection of handles is thus blocked out, they are buried so they may season without cracking. If the sun is allowed to shine upon these ash handles for any length of time while seasoning, the fiber loses its firmness. In addition to this precaution, the large ends of the handles are smeared over with a greasy paint that tends further to hold the grain together. In the winter the axe-handle men collect their handles that have been buried throughout the forest at convenient places, and send them to the railway station, and thence to the factory, where they are finished off.—*New York Evening Post.*

A correspondent sends us some verses in which he refers to the "touch between the foot and the brain." He must have had rather more than the usual trouble in learning to ride.—*L. A. W. Bulletin.*

EXPRESS PREPAID

SPATULA SIGN MAKING OUTFIT.



The outfit contains everything that is essential for the making of all kinds of card signs for use on the counter, in the window, etc. It has not heretofore been possible to buy an outfit of this kind. Every article is of the best manufacture and is warranted. The outfit consists of the following articles, which may be purchased separately if desired, at the prices quoted:

1 No. 2 SHADING PEN,	$0 35
1 No. 3 MARKING PEN,	.35
3 DOZ. ROUND WRITING PENS (various sizes)	.35
1 INK RESERVOIR,	.05
1 FLUTED POINTED PEN (No. 460),	.10
1 BOOK OF INSTRUCTIONS,	.25
4 PENCILS AND MARBLE RUBBERS,	.40
1 BOTTLE SPECIAL BLACK INK, "Lettering,"	.25
1 BOTTLE SPECIAL RED INK, "Letter-ine,"	.25
1 BOTTLE GOLD SIZING,	.25
1 PACKAGE GOLD BRONZE,	.10
1 CAMEL'S HAIR,	.10
5 DOZ. PREPARED SHOW CARD BOARD (i. e., faintly ruled. If sent separately, postage 15c. extra)	.40
	$3.25

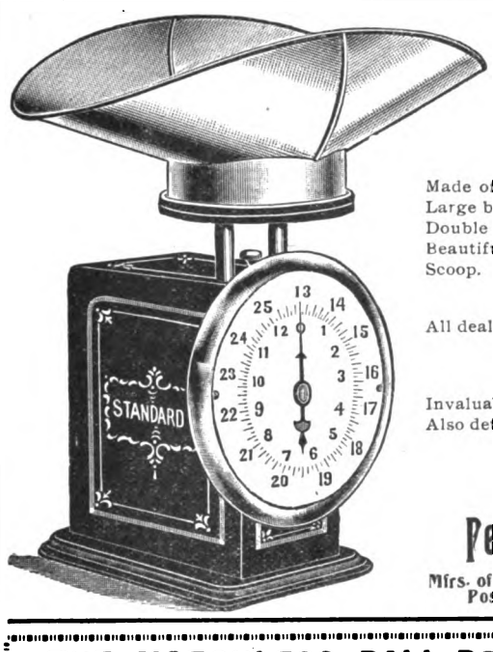
Entire Outfit, EXPRESS PREPAID, $2.50.

A complete treatise on sign work. Tells about colors and ornamental work. Roman. Flourishes. How to paint signs on windows, to letter glass and mirrors. How to make enamel signs with a brush. How to draw borders and scrolls. How to mix colors, etc., etc.

THE SPATULA PUBLISHING CO.
82 Oliver Street, Boston.

PATTERN LETTERS

For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc.
SPECIAL RATES TO APPLICANTS.
FISHER & WELLS,
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PELOUZE "STANDARD" Family or Counter Scale

25 pounds by ounces.

Made of Steel throughout, no castings to break. . .
Large brass dial, nickel rim, black figures. . . . .
Double upright steel supports, insuring accuracy.
Beautifully japanned and striped. Large polished Scoop. . . . . .

Warranted Accurate.

All dealers should sell the

....STANDARD....

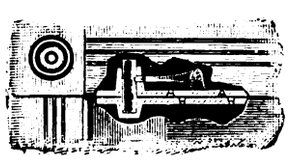
at all seasons of the year.
Invaluable to families in preserving and canning.
Also detects errors in weight of purchases. . . . .

Order Through Your Jobber.

Pelouze Scale & Mfg. Co.,

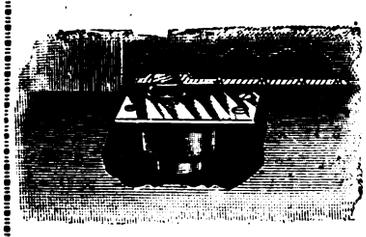
Mfrs. of Reliable Family, Counter, Postal and Candy Scales. CHICAGO.

THE MATCHLESS BALL-BEARING PIVOT HINGE.



FOR EXTRA HEAVY DOORS.

(HAS NO SPRING.)



Used exclusively on all heavy doors of Trans-Miss. Buildings at Omaha.

LAWSON MFG. CO.

MILWAUKEE, WIS.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores

Chippewa Falls, Wis —T. Weinberger.

Coloma, Mich.—J. P. Thomas has opened a Hardware store in this city.

Elkton, Ky.—The firm of Wells, Perkins & Miller has been organized to engage in the Hardware business. The firm is composed of S. H Wells, J. B. Perkins, Joe M. Perkins, late of Decatur, Ill., and Harry C. Miller.

Franklin, Ohio.—Chas. E. Thomas.

Marshalltown, Iowa.—Abbott & Son have incorporated; to deal in Hardware. Capital stock $30 000

Nashville, Tenn.—Keith, Simmons & Co., No. 309 College Street. The firm is composed of Walter Keith. W. G. Simmons and James A. Crutchfield. All of the members of this firm were formerly associated with the J. H Fall Co. The new firm bought out the business of Donigan, Weakley & Mason some time ago, and this stock has been removed to the new store. The firm also bought the mill supply business of Bowler & Shinn, and Mr. Bowler will go with the new firm as manager of this branch of the business.

Changes and Improvements.

Ashland, Neb.—The Blodgett Hardware Co., Hardware, stoves and tinware has been succeeded by L. H. Reynolds.

Bagley, Wis.—B. F. Keeler & Co., Hardware, agricultural implements, etc., sold to H. Harvey.

Bennett, Neb.—John P. Bratt, Hardware and agricultural implements, has been succeeded by Peter Olson.

Bloomfield, Neb.—Blanchard & Lauver, Hardware, succeeded by Coleman & Stein.

Cassville, Mo.— Denbo & Thompson, Hardware, etc., succeeded by S. D. Thompson.

Clayton, N. Y.—R. D. Grant has purchased a half interest in Hungerford's Hardware business. The business will be conducted as before under the name of Hungerford & Grant.

Cocoa, Fla.—Edward Stiling, Hardware, offering to sell out his business.

Covington, Ky.—Alonzo Graves, Hardware and iron, succeeded by Ignatius Droge, Jr.

Dearborn, Mich.—O. P. Gulley, Hardware, etc., reported to have sold out.

East St. Louis, Ill.—The Herman Gutwald Hardware Co. changes name to Herman Goedde Hardware Co.

El Paso, Tex.—G. W. Davis, plumber, succeeded by R. D. Richey.

Farmersburg, Ind.—Branson & Co., Hardware, stoves, etc., succeeded by Jennings & Lloyd.

Fort Myers, Fla.—Fred Robenets, Hardware dealer, has moved his large house out to the corner of First and Lee Streets, and will use the lower part as a storehouse in the near future.

Fostoria, Ohio.—The Alcott Hardware Co. have sold out to D. R. Ballmer, former buyer and part owner in the old firm.

Granville, N. Y. — Ernest Wilson has moved his Hardware store from D. J Abbott's building, on Main Street, to the quarters recently vacated by the *Salem Review-Press*.

Hastings Minn.—Henry F. Emery, Hardware, succeeded by Emery A Peterson.

Hazel, S. D.—Warner & Clifford, Hardware, sold out.

Hudson, Iowa.—Gain Bros. & Co., Hardware, succeeded by Switzer & Abbs.

Iola, Kan.—Shannon & Horville, Hardware dealers, succeeded by T. B. Shannon.

Jefferson, Iowa.—W. W. Anderson, Hardware, reported to have sold out.

Little Cedar, Iowa —Kindschuh & Fraser, Hardware, succeeded by Kindschuh & Hammond.

Manchester, Iowa. — Williams & Davis have taken possession of the Hardware stock purchased of W. L. Martin

Missouri Valley, Iowa.—M. S. Ellis, Hardware and agricultural implements, succeeded by B. H. Gavitt.

Montreal, Que.—Jas. Hutton & Co., iron and steel merchants, Mrs. W. H Hutton has withdrawn from the firm.

Moulton, Ill.—S. C. Sloss, Hardware, has been succeeded by W. B Jordan & Son.

New London, Iowa.—Smith, Robertson & Co., Hardware and agricultural implements, succeeded by C. W. Graham.

Norwalk Ohio.—Butt & Peck Co, Hardware sold stock.

Omaha, Neb. — Carter Hardware Co., amended articles filed changing style to Dunning Hardware Co.

Ong, Neb.—J. O. Walker & Co., Hardware and agricultural implements, sold out.

Princeton, Mo.—R. Bowsher, Hardware, etc., succeeded by O. P. Smirl.

Rudd Iowa.—A. G. Brenner, Hardware, succeeded by G. A. Kollman.

Sheyenne, N. D —W. D. Humphrev & Co., agricultural implements, succeeded by W. D. Humphrey.

Sioux City, Iowa. — Hills & Peterson, plumbers, reported to have dissolved partnership.

Stamford, Conn.— Tafft & Davenport, Hardware, succeeded by J. S. Davenport & Son.

St. Louis, Mo.—Another warehouse is to be constructed at once by the Simmons Hardware Co. on the east side of Ninth Street, between Walnut and Clark Avenues. According to the plans, it is to be a six-story structure, 63x120 feet, and will cost $45,000.

Thornburg, Iowa.—Milan Shaw, Hardware, succeeded by Sands & Miner.

Trenton, Mich.—Bailey & Kemp, Hardware, etc., succeeded by Kemp & Son.

Utica, N. Y.—J B. Stone, for many years with the Dunning Hardware Co., of Auburn, has entered the employ of Roberts Hardware Co., and in the future will represent that concern through their southern territory.

Waitsfield, Vt —C. F. Eddy, Hardware and groceries, has sold out to D. D. Waterman.

Waterville, Minn.—C. D. Arnold, Hardware, sold to North & Rich.

Woodbine, Iowa.—J. A. Boies, Hardware dealer, succeeded by J. A. Boies & Co.

Business Embarrassments.

Cadiz, Ohio.—William B. Adams, Hardware, has made an assignment.

Cleveland, Ohio.—Alexander Romains, a Hardware dealer at No. 2765 Euclid Avenue, has filed a deed of assignment in insolvency.

Erie, Pa.—Addie M. Weller, Hardware, etc., reported to have made an assignment.

Hamilton, Ont.—Peter Bertram, Hardware merchant, who was unable to arrange a settlement with his creditors, has assigned to R. T. Wilson, of Dundas and at a meeting of the creditors it was decided to wind up the business.

Oshkosh, Wis.—The Baker-Ogden Furniture & Hardware Co., of which A. W Priest is president and H. E. Baker, secretary, have made a voluntary assignment for the benefit of their creditors to William Decker, of this city.

Sheffield, Ala.—Sheffield Hardware Co., reported to have made an assignment.

Warren, Ohio.—Alex. Campbell & Sons, Hardware dealers, have assigned to Charles Fillius.

Burglaries in Hardware Stores.

Albany, N. Y.—John Kurtz, cutlery.

Barnesville, Minn.—Wm Harrison, $200.

Bay City, Mich.—Jennison Hardware Co., revolvers.

Humboldt, Neb.—E. P. Tinker, cutlery.

Neenah, Wis.—Stroebel & Baumgarten, revolvers.

Petersburg, W. Va.—C. P. Peters, cutlery.

Racine, Wis.—Andersen & Fritz, $40.

St. Louis, Mo.—A. J. Jordan Cutlery Co., $75.

Sylvania, Ohio.—A. R. Chandler, $75.

Weeping Water, Neb. — Sackett Bros., cutlery.

West Plains, Mo. — Funkhouser-Davis Hardware Co., $250.

Williamsport, Pa —Kline & Co., $400.

Fires in Hardware Stores.

Deer Creek, Ill.—W. H. Pifer, Hardware dealer, damaged by fire.

New York, N. Y.—Fire in the basement of the four-story brick building, No. 177 Greenwich Street, occupied by Charles Wendt, a dealer in Hardware, spread to the upper floors and caused $10,000 damage.

Washington, D. C.— The store of C. Schneider & Sons Hardware dealers, has been damaged by fire. Loss, $600.

White House, Ohio.—The Hardware store of M. Goodman & Son has been destroyed by fire.

Wyoming, Minn.—F. W. Sauer's stock of Hardware has been entirely destroyed by fire. Loss, $3500. No insurance.

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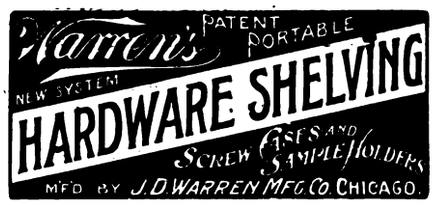
Model Hardware Store!

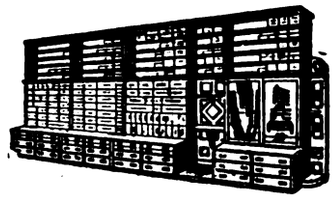
Every Merchant and Salesman should see it.

152-158 Lake Street (Marine Building),

J. D. WARREN MFG. CO., Chicago,

Eastern Office, 253 Broadway, New York.





FIXTURES

We manufacture the latest style and most modern Hardware Store Fixtures at prices to get your trade.

The Cleveland Store Fixture Co.,

Factory, 153, 155, 157 & 159 Case Ave.
Salesrooms, 302 and 304 Seneca St. cor. Champlain,
CLEVELAND, OHIO.

Write us before ordering elsewhere.

...Established 1867



C. H. & E. S. GOLDBERG,

MANUFACTURERS' AGENTS FOR

General Woodenware,

BROOMS,	SCREEN DOORS,	LINOLEUM,
BRUSHES,	WINDOW SCREENS,	MATTING,
BASKETS,	WASHING MACHINES,	RUGS,
REFRIGERATORS,	CLOTHES WRINGERS,	CORDAGE,
SNOW SHOVELS,	HAMMOCKS,	TABLE OIL CLOTH,
FLOOR OIL CLOTH,	BICYCLES,	ICE CREAM FREEZERS.

Possessing ample facilities, in their new location covering nearly a whole block, they are enabled to carry the largest stock of goods in this line known to the trade.

New Catalogue Mailed on Application.

WEST BROADWAY, READE and HUDSON STS., NEW YORK.



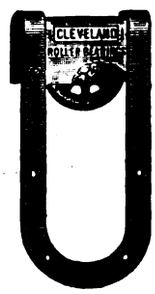
THE CHISHOLM & MOORE MFG. CO.,

(Formerly MOORE MFG. CO., of Milwaukee, Wis.)

MANUFACTURERS OF

STEEL DOOR HANGERS
and STEEL DOOR RAILS.
CHAIN HOISTS, CRANES, TROLLEYS,
ELECTRIC HOISTS, ETC.

Send for Catalogue.



Lake and Kirtland Sts., CLEVELAND, OHIO.

TRADE MARK.

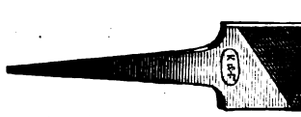


A. CHIPMAN, Treas.

GOULD'S
STEAM & WATER PACKING

Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.

THE GOULD PACKING CO.,
EAST CAMBRIDGE, MASS.



Kearney & Foot Co.

Manufacturers of the

100-102 Reade Street, New York.

BEST FILES AND RASPS IN THE MARKET.

SEND FOR CATALOGUE AND PRICES.

THE "FERRACUTE"

PRESSES (FOOT and POWER)

DIES, AND OTHER SHEET METAL TOOLS

GET OUR ILLUSTRATED CATALOGUE. ARE BEST.

FERRACUTE MACHINE COMPANY, BRIDGETON, NEW JERSEY.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Atlanta, Ga.—Charles Jewett Swift, a son of the late George P. Swift, of Columbus, one of the most successful cotton manufacturers of this State, has come to Atlanta to establish a gun factory, which will employ 250 hands and make 2000 guns a year. Mr. Swift and his associates in California, Boston and the United States navy, own the East Boston plant of the Ostrander Arms Mfg. Co., and propose to move it to Atlanta. The plant is said to have cost $50,000 to $60,000, and fills a space 40x200 feet, with expensive machinery, such as lathes, milling machines and other appurtenances of a high grade machine shop. Mr. Swift proposes to raise here $25,000 for the purpose of removing the plant to Atlanta and housing it here.

Birmingham, Ala.—The Birmingham Iron Bed & Spring Co. have commenced the manufacture of iron and brass beds; materials used in such a factory are wanted.

Charleston, S. C.—Jno. F. Riley (now operating machine and boiler works) will erect a brass and iron foundry.

Charleston, W. Va.—The Tool Mfg. Co. has been incorporated by O. C. Reed, of Uniontown, Pa.; W. B. Neal, of Sewickley, Pa.; Geo. L. Walter, of Sharpsburg, Pa.; V. Curll, of Pittsburg, Pa., and E. N. Dunlop, of Washington, D. C.

Cincinnati, Ohio.—The Ohio Knife Co. has been incorporated with a capital stock of $5000, on which it will manufacture machine knives and other cutlery tools. The incorporators are: Harry N. Rudolph, Harry H. Prugh, W. H. Clapper, Charles H. Waldo and Silas E. Farmer.

Gaffney, S. C.—T. H. Littlejohn, J. D. Templeton and B. T. Porter have formed a partnership as the Gaffney Machine Shop, and will establish foundry and machine shop.

Gatesville, N. C.—Trotman & Hofler will engage in the manufacture of wood-excelsior Hardware packing.

Hartford, Conn.—The Waterbury Tool Co. has been organized for the manufacture of machine tools with a capital of $5000. The shareholders are Horace G. Hoadley, S. B. Hill and J. M. Warner as trustee.

Kokomo, Ind.—The Globe Steel Range Co. has been incorporated with a capital stock of $6000.

New York, N. Y.—The Gas Stove Utensil Co. has been incorporated by Rodmund Gibbons and others. Capital stock, $25.000.

Plainfield, N.J —The Pond Machine Tool Co., with a capital of $500,000, has been capitalized in Illinois for $2500.

St. Louis, Mo.—The Simplex Revolving Sash Co. has been incorporated, with capital stock of $50,000. by Frank Lohse, Albert Weingaertner and John L. Shumate.

St. Louis, Mo.—The St. Louis Beer Pump Co. has been incorporated, with a capital stock of $16,000, by Frank O. Fisher, Albert Weber and S. J. Mahara.

Changes and Improvements.

Beaver Falls, Pa.—The American Weldless Tube Co. has secured possession of the McCool Tube Co., of this place, capitalized at $150,000. President W. E. Shelby, of the Shelby (Ohio) Tube Works, is said to have made the deal and secured a controlling interest in the stock.

Bridgeton, N. J. —The Ferracute Machine Co. are enlarging their plant, owing to increasing business.

Chattanooga, Tenn.—The Mountain City Stove & Mfg. Co. are making some extensive repairs on their King Street depot, which is between Market Street and the Western & Atlantic crossing. This is an iron building and is being repaired with new iron roofing, girders, posts, etc.

Cincinnati, Ohio. — Charles Davis will leave the presidency of the American Tool Co. because of ill-health. A. B. Voorhees or Franklin Alter will probably succeed him. The capital of the company will be increased.

Cleveland, Ohio.—The Standard Tool Co. will erect a new factory on Central Avenue, at the C. & B. crossing. The building will cost about $15,000.

Denver, Colo.—The McCormick Harvester Co., manufacturers of farming machinery, have submitted to the building inspector plans for a large warehouse on Fifteenth Street, next the Studebaker warehouse. The building will be constructed on what is known as "mill construction," a large and heavy frame.

Greenfield, Mass.—Henry E. Goodell & Son, who for the past eighteen months have been perfecting and manufacturing hacksaws, meat saw blades and bench hacksaw blades in Pond's Block on Miles Street, have sold their business to the Goodell Bros. Co. and will retire from manufacturing.

Muskegon, Mich.—The Davis Iron Works have been sold under foreclosure, to Wm. A. Moore, of Detroit, for $4200.

New Haven, Conn.—The Winchester Repeating Arms Co. are putting up a one-story building which will cover a great deal of ground. It is in the factory yard and is to be utilized for packing and cartridge inspection.

Pittsburg, Pa.—The Graff Stove Co. are getting ready to move into their new buildings at Monongahela, Pa.

Rockford, Ill.—The Forest City Bit & Tool Co., brace and machine bits, held a meeting recently and re-elected L. M. Noling, C. Peterson, Edward Alverson and W. Johnson, directors. The business of the company is reported to be in a flourishing condition. A six per cent. dividend was paid to stockholders five months ago and another one will be paid next month. Improvements are being made in the machinery and buildings, and the plant is one of the most thoroughly equipped in the city.

Sharon, Pa.—The Bessemer Furnace Co. will build a $2,000 000 steel mill.

Springfield, Ohio.—The Superior Drill Co. are building an extension to their factory, 147 feet by 41 feet and four stories high. The foundry is to be enlarged to the extent of 75 feet more in length and a new cupola will be added.

Recent Embarrassments.

Cleveland, Ohio.—The United States Wire & Nail Co., Jacob Schoen has been appointed receiver.

Corry, Pa.—The Corry Radiator Works have been seized by the sheriff.

Lebanon, Pa. — The Lebanon Boiler, Foundry & Machine Co. have made an assignment to John K. Funk, for the benefit of their creditors. The liabilities are $22,000, and their paid-up capital $50,000.

Racine, Wis.—The A. P. Dickey Mfg Co. have made an assignment to David G. James. The liabilities are estimated at about $25.000, with assets about the same. The company manufacture dustless chain separators, warehouse mills, fanning mills, bob sleighs, land rollers, corn shellers, etc., and do considerable jobbing and specialty work.

Toledo, Ohio.—M. A. Hanna & Co., of Cleveland, have had a receiver appointed for the Toledo Drop Forge Co.

Toronto, Ont.—David Plews, pump manufacturer, has assigned to J. H. Boustead. The assets amount to $2800, and the liabilities, aside from real estate covenants, $1600.

Recent Fires.

Cleveland, Ohio.—The Reliance Machine & Tool Co.'s stock has been damaged by fire.

Milwaukee, Wis.—Fire broke out in the Racine Hardware Mfg. Co., and before the flames could be checked stock and building were damaged nearly $10,000.

Pittsburg, Pa.—The works of the Iron City Mfg. Co., corner of Twenty-third and Mary Streets, South Side, were completely destroyed by fire Monday morning, September 10th. The loss on machinery and stock is estimated at $8000; insurance about $2000. The company was engaged in the manufacture of steel ceilings, iron and steel roofing and other material in that line.

Miscellaneous.

Detroit, Mich.—The Michigan Malleable Iron Co. has increased its capital stock from $150,000 to $250 000.

Fremont, Ohio.—The Jackson Knife & Shear Co. have made their first shipment of pocket knives manufactured in their new plant in this city—part of a large order for Daniel Scotten & Co., Detroit. The building is nearly completed and the shear department will be started in a few days. The factory promises to be one of the largest industries in Fremont.

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THE BANNER

BICYCLE LAMP



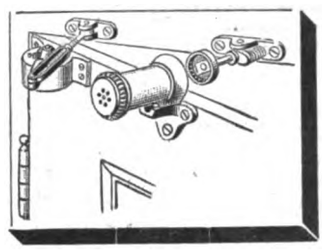
With RIGID BRACKET.

Workmanship, finish and burning qualities as near perfect as it is possible to make a Bicycle Lamp. . . . . .
The Wick Lock is the only practical one. Once the wick is adjusted nothing can move it up or down till you unlock it. . . . .
Has a larger and better Lens than any other Bicycle Lamp. Is 3 in. in diameter, Double Convex and polished. . . . .
Guaranteed Wind-proof under Normal conditions in riding. . . . . .
All parts removable for easy cleaning. No lamp compares with it in this respect. . .

New York. Boston. Chicago. **Plume & Atwood Mfg. Co.,** FACTORIES. Waterbury and Thomaston, Conn.

Begin Early.

Many buildings in your city will need the Eclipse Door Check and Spring this coming winter. Look around, distribute some of the advertising matter that we furnish, and with a little effort you can increase your profits by supplying the public buildings, hospitals, libraries, fire-houses, hotels, stores and dwellings.



The Eclipse is easy to apply and easy to keep in order. Send for booklet and prices.

Sargent & Co.,

New Haven, Conn.; New York; Philadelphia and Boston.

TRY SOMETHING NEW.

The PLANET LEATHER



Dust Beater.

They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

PLANET MFG. CO., Springfield, Mass., U. S. A.

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue of . . **Scythe Stones, Oil Stones, Razor Hones** and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.



THE CODLING MFG. CO.,
BRISTOL, CONN.

Manufacturers of . . .

COMPRESSED CORK GRIPS.
LINED OR UNLINED.

All Sizes. With every style of tip.

JOB LOTS OF HARDWARE

I buy and sell in any quantity complete lines of **HARDWARE. MANUFACTURERS** having **JOB LOTS** will find me a ready purchaser. **RETAIL DEALERS** will find my prices lower than any house in the business. . . .

A. N. JACOB, 401-403 Broadway, NEW YORK.

GEO. F. TAYLOR'S SONS,
80 Pine Street, New York.
FERTILIZER CHEMICALS and MATERIALS;
ALSO
BONE BLACK
For Tempering, Coloring and Filtering Purposes.

Our Covers are the most attractive ever presented for catalogues, Booklets, etc. The Colors in Inserts used in this publication are specimens of our product. . . . .

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Send for Sample Books showing three distinct styles and over thirty different Colors.
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(Department "B") Lockport, N.Y., U. S. A.

COVERT MFG. CO.,
West Troy, N. Y.
Harness Snaps, Chain, Rope and Web Goods, etc.

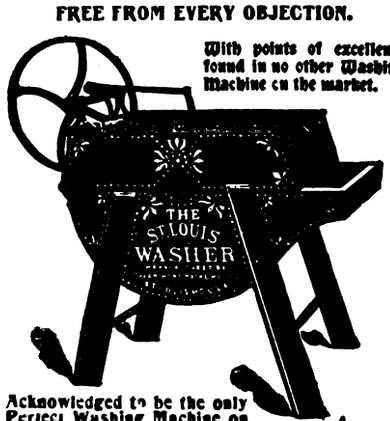


For sale by Jobbers at manufacturers' prices.

The ST. LOUIS WASHING MACHINE

Guaranteed Satisfactory.
FREE FROM EVERY OBJECTION.

With points of excellence found in no other Washing Machine on the market.



Acknowledged to be the only Perfect Washing Machine on the Market. A HOUSEHOLD NECESSITY.

NO HOME SHOULD BE WITHOUT IT.

NEW YORK OFFICE,
168 Church St. Bet. Chambers and Reade.

MANUFACTURED BY THE
ANTHONY WAYNE MFG. CO.,
Ft. Wayne, Ind., and St. Louis, Mo., U. S. A.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Auburn, N. Y.—The Henry & Allen Co. was incorporated to manufacture bicycle chains. The incorporators are W. J Henry, M. E. Henry, G. Q. Allen and A. R. Allen, all of Auburn. The capital stock is $25 000.

Enon, Ohio.—The Victor Rubber Co. is erecting a plant for making rubber tires and pneumatic goods. The plant will be in operation ih October. John S. Harshman, backer of the Dayton, Springfield & Urbana Electric Railway Co., is a member of the company.

Moultrie, Ga.—C. M. Blanton & Co. have opened a new Hardware, sporting and athletic goods store.

New Haven, Conn.—A new bicycle will be built here shortly by the firm of Kelley & Co., who will locate in the property of the Eastern Machinery Co. on Ashmun Street.

Sandusky, Ohio.—F. J Miller has opened a bicycle store at No. 821 Market Street.

Springfield, Mass.—The J. H. Burt Mfg. Co. has been incorporated to manufacture and sell the Ridgeway adjustable handle bar and Call's rubber band tire repair tool. Charles J. Riegeway, of Boston, is president of the company. The capital stock is $50 000.

Trenton, N. J.—The Watson Automatic Seat Post Co.; capital, $500 000; to sell bicycle seat posts and fittings for bicycles. Incorporators: Edward S. Mayo, Isaac L. Swegle, and Edward H. Hazen, New York.

Changes and Removals.

Akron, Ohio.—The B. F. Goodrich Co., of this city, have purchased the Palmer Pneumatic Tire Co. of Chicago. From this time forward the B F. Goodrich Co., who have from the outset been identified with the manufacture of Palmer tires, will have the exclusive right to manufacture and sell pneumatic tires embodying any of the inventions covered by the Palmer patents.

Carrollton, Mo.—W. C. Couch, bicycle dealer, has sold out to M. D. Lease, who will continue the business.

Greenwich, Conn.—Ferris & Abbott, dealers in bicycles and sundries, will remove to the News Building.

Indianapolis, Ind.—Grosch & Spring, bicycle repairers, have been succeeded by John G. Grosch.

Mamaroneck, N. Y.—James A. McDonald, sporting goods dealer, has gone out of business.

Marion, Ill.—Halladay & Rubey, bicycles and Hardware, have been succeeded by Lewis P. Halladay.

Milwaukee, Wis.—The Andrae people expect to be settled in their new factory at an early date. The machinery is now being moved and the large factory is receiving the carpenters' finishing touches. The new factory is located at Madison and Clinton Streets.

New Haven, Conn.—Arthur D. Weeks, bicycle dealer, is reported to have sold out.

Philadelphia, Pa.—J. A. Barten & Bro., dealers in bicycles, have dissolved partnership. Joseph A. Barten continues.

Pittston, Pa.—J. S. McKaig, bicycle repairer, has begun the manufacture of bicycles.

Pratt City, Alla.—E J. Hudnall has purchased the bicycle establishment of Daniel & Taylor at Pratt Station. Mr. Hudnall, by this trade, secures control of all the bicycle work in this city.

Reading, Pa.—The Reading Cycle Mfg. Co. will erect a new addition to their plant.

South Meriden, Conn.—Chas. Griswold and Fred. Woodstock have closed their bicycle repair shop off South Grove Street for the rest of the season.

Stamford, Conn.— Park, Wood & Co., dealers in bicycles, have dissolved partnership.

Syracuse, N. Y.—L. Manson, of this city, has purchased the bicycle stock belonging to A. Sweet, of Ithaca.

Washington, D. C.—The proprietors of Palmer's bicycle and repairing store, at No. 901 Sixth Street, N.W., are closing out the business.

Waxahatchie, Tex.—B. E. Boren, bicycle dealer, is reported to have been succeeded by Cleo Dillon.

Webster City, Iowa.—The Brown Carriage Co. will soon locate a plant in Des Moines, Iowa, for the manufacture of bicycles and novelties, carriages, etc.

Westfield, Mass.—The Lozier Co., and the Lozier factory at Thompsonville, Conn., will be removed to this place and consolidated with the Lozier factory here. New buildings will be erected and the plant enlarged to admit of the increased output which the Lozier Co. has agreed to turn out from this factory.

Wilmington, Del.—Work has begun on the establishment of a large powder factory for the navy. It will be located about two miles from the naval proving station at Indian Head, Md., and within twenty-three miles of Washington. The new factory is being built under an appropriation of $97,000 secured last session, and when in operation will have a greater capacity for producing smokeless powder than any private concern in the country. Lieutenant Bernadon, formerly of Claymont, who is an expert on the development of smokeless powder, will superintend the building of the factory.

Recent Fires.

Clinton, Mass.—A disastrous fire, which occurred here recently, destroyed the cycle store and stock of Asa Windle, once famous in the racing world, who has been in business here for some years.

New York, N. Y.—Fire damaged the bicycle store of A. Wise, No. 2051 Eighth Avenue. Loss, $400.

Recent Embarrassments.

Boston, Mass.—Morrill Bros. Co., wholesale dealers in bicycles, etc., at No. 403 Washington Street, have made an assignment. It is estimated that indebtedness to local manufacturers will aggregate $10 000.

Chicago, Ill.—John D. Warfield, who petitioned for voluntary bankruptcy in the United States District Court, filed liabilities approximating $90 000, with no available assets. He ascribes his insolvency to having guaranteed the payment of notes by the Fowler Cycle Co., of which he was a vice-president. The principal creditor is Hermann Boker & Co., of New York, who have filed a claim for $51,105.79. The amount is for a promissory note given by the Fowler Cycle Co. and guaranteed by Warfield. Morgan & Wright have a claim for $21,116.46.

Hyannis, Mass. — Hallett & Eldridge, clothing and sporting goods, reported to have filed petition in bankruptcy. Liabilities, $6908; assets, $5008.

New Britain, Conn.—Wm. T. Burritt & Co., jewelry and bicycles, reported to have made an assignment.

Springfield, Mass.—Jesse H. Bailey has been appointed assignee of the Spaulding & Pepper Co., of Chicopee Falls. His bond was fixed by the Insolvency Court at $12,000.

Yonkers, N. Y.—H. W. Pagan, dealer in bicycles, has made an assignment.

Miscellaneous.

Anderson, Ind.—The Victor Filling Co. and the American Cycle Co., of Chicago, have representatives here, closing a deal with the city for the location of a consolidated plant at this point which will employ 500 men.

Middletown, Conn.—James Donovan has been elected general manager of the Mills Mfg. Co., which was recently reorganized to push the manufacture and sale of the well-known Mills bicycle bells.

New York, N. Y.—President Overman, of the Overman Wheel Co., has returned from his trip to England, Holland, Scandinavia, Denmark, Sweden and Germany. It was his thirty-sixth trip across. It was in the interests of his company, and he was well satisfied with the orders he brought back with him.

New York, N. Y.—Recent mails from Hamburg, Germany, are said to have contained large orders for cheap wheels, in anticipation of increased German import duties. The value of a shipment just made on the steamer *Pennsylvania*, to Hamburg, is placed at over $60,000.

Rochester, N. Y.—The Red Cross Rubber & Cement Co. is now managed by Robert Thompson, the old agent of Victor renown. Being a stockholder, Mr. Thompson was asked to take hold of the works, and he is doing justice to his opportunities.

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PUSH THE BUTTON!

"Just hear dem Bells."



NEW DEPARTURE

Continuous

ALARM

BICYCLE BELL. . .

Rings While Button is Pressed.

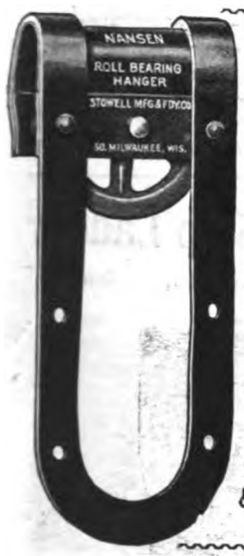
LATEST NOVELTY OUT.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

113 Chambers Street,

NEW YORK



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.

No. 4 per doz. pairs, $15.00

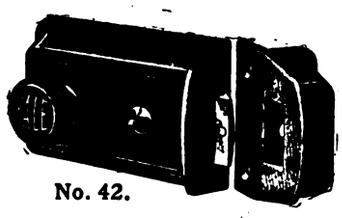
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FRY. CO.,

So. Milwaukee, Wis.

Y&T

CUTS ONE THIRD SIZE.



No. 42.





3 Paracentric Keys with each lock.

The Yale Rim Night Latch

was at once accepted, when first introduced in 1867, as the best and most secure lock on the market; it is now admittedly the standard of excellence not only in America but throughout the world; it has many would-be competitors, but in its latest form, and with the PARACENTRIC KEY, it has no equal and easily outranks all other night latches in security and popularity.

A supply of folders descriptive of this lock and our less expensive lock of the same type (the No. 22), will be furnished to our Trade Customers on request. The name and address of this Company will not appear on them

The Yale and Towne Manufacturing Company.

GENERAL OFFICES:

9-11-13 Murray Street, NEW YORK.

Do You Manufacture WIRE or SHEET METAL GOODS?

If so, you need the latest up-to-date

AUTOMATIC MACHINERY.

We have filled the wants of others in this line, why not yours?

THE AUTOMATIC MACHINE CO., Railroad Ave., and Garden St., BRIDGEPORT, CONN.

Geo. P. Marks & Co.,

HARDWARE MANUFACTURERS' AGENTS

Representing Leading Manufacturers.

(Accounts Solicited.)

304 Magazine St., New Orleans, La.

FREE TO HARDWAREMEN.

A sample of our new weight "56" SPOON

NICKEL SILVER

TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,

EAST BRIDGEPORT, CONN.



CALCIUM KING

ACETYLENE GAS

: BICYCLE : LAMP :

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

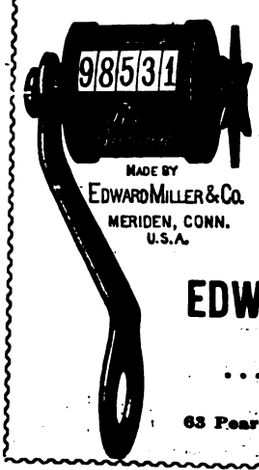
CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

GEO. H. CLOWES MFG. CO.,

202 Postal Bldg., New York. Waterbury, Conn.

The BURDICK CYCLOMETER.



Weight 1 Ounce.

10,000 Miles and Repeat.

New Principle. Reliable. Best.

Dust Proof. Water Proof.

1898 GOODS.

MILLER'S A1 LAMP.

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. . . MERIDEN, CONN. . .

STORES:

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The World is Wide,

But in all the wide, wide world with its remarkable achievements in the manufacturing line, there is as yet no make of

SILVER PLATED WARE

that can rightly lay claim to having reached the height of perfection attained in the . . . . . .

ROGERS Brand

Factories:
HARTFORD, CONN.
NORWICH, CONN.
WALLINGFORD, CONN.
TAUNTON, MASS.

Made only by us.

WM. ROGERS MFG. CO.,

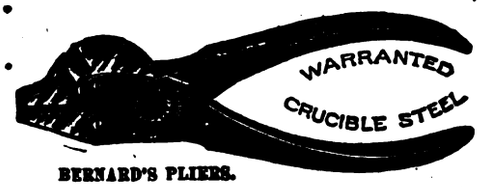
Main Office & Salesrooms:
HARTFORD, CONN.
NEW YORK OFFICE, 149 Church Street.
PHILADELPHIA, 506 Commerce St.

Write for 1898 . . . Catalogue.



STAR SHEARS.

"WE MAKE the LARGEST LINE of . . . **Shears, Scissors & Pliers.**"



BERNARD'S PLIERS.

THE
WM. SCHOLLHORN CO.,
NEW HAVEN, CONN.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer

QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark

Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

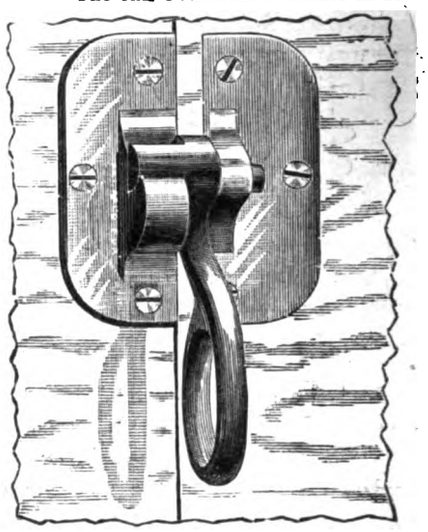
JOSEPH RODGERS & SONS, LIMITED, } BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES, } HORSE AND TOILET CLIPPERS.
COATES CLIPPER MFG. CO.
ELEY BROS., LIMITED, } CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT. } FINE FRENCH PLYERS AND OTHER SMALL TOOLS
ISAAC GREAVES, } SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE, } GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE, } GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL, } PIANO AND STEEL WIRE OF ALL DESCRIPTIONS

Proprietors of the following brands of Cutlery:

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The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



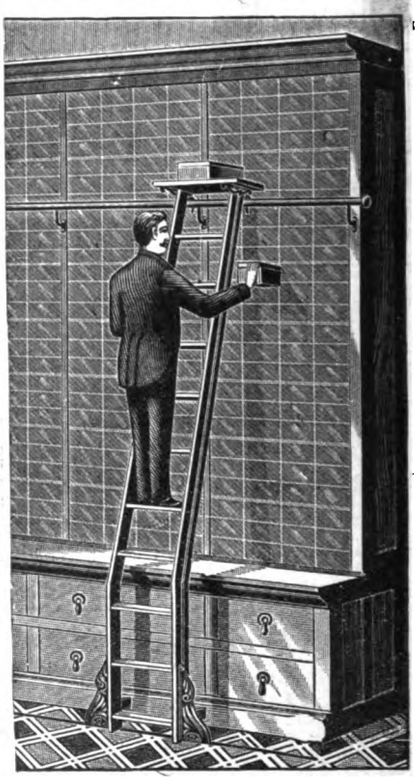
Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. **Paschall, Phila.**

The Bicycle Step Ladder

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

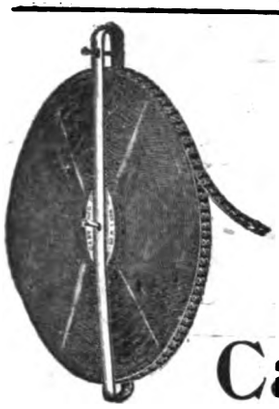
The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. YOUNGS, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & CO., 80 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex.

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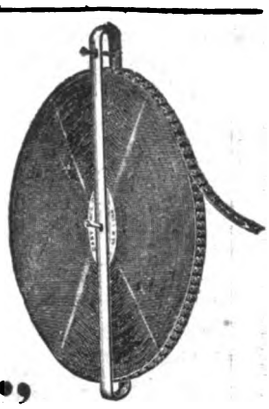
NOTICE TO THE TRADE.

JUDGE LACOMBE

Rendered a Judgment, July 2, 1898

In favor of the

Cary Manufacturing Co.,



sustaining their Letters Patent #403,247, and declaring that the goods in question made by Hugh DeHaven are a direct infringement of the CARY COMPANY'S patent, which relates to

REELS OF BOX STRAPPING

such as has been made by the DeHaven Manufacturing Co., and sold under the name of "Trojan" Box Strap, since August, 1893, immediately after which our suit was commenced.

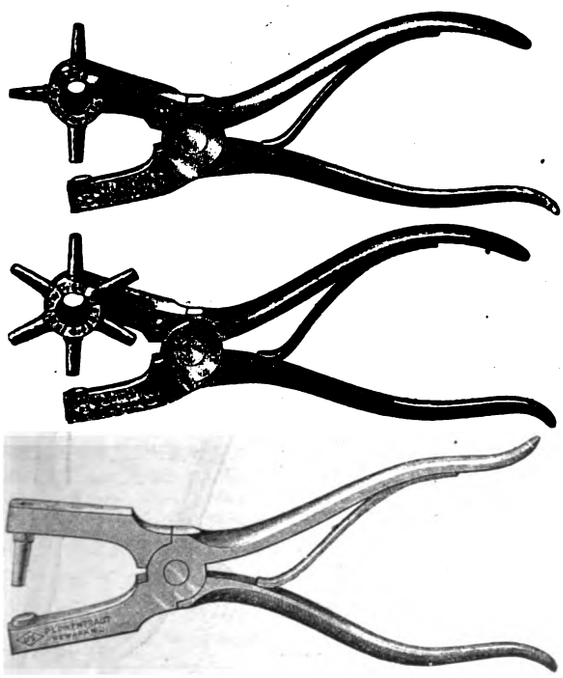
This is the THIRD Judgment we have obtained against Hugh DeHaven in suits relating to infringements of patents. In every suit so far decided we have obtained a judgment against them. This should be ample evidence to the trade that we are seeking only to maintain our rights, and protect ourselves against parties offering infringing goods, which are very much lighter in weight and inferior in quality to our UNIVERSAL BOX STRAPPING, so generally known in this country and abroad.

Respectfully,

CARY MANUFACTURING CO.

S. C. Cary Pres't

"U. S." SPRING PUNCHES.



Manufactured by

P. LOWENTRAUT.

A new line of high grade spring and revolving punches. They will be known as the *"U. S."* brand and are not to be confused with Lowentraut's regular line of punches.

They are highly finished and fully warranted.

WRITE FOR PRICES.

Selling Agents, **John H. Graham & Co.,**

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There is Only One Line of

Aluminum Oil Heaters

in the World.

They discount all others in

Beauty, Finish and Working Qualities.

They are Big Sellers. Price is Low.

....Guaranteed not to Tarnish from Heat. Three Sizes...

NOVELTY MFG. CO.,

Jackson, Mich., U. S. A.

Howard Iron Works,

BUFFALO, N. Y.

Manufacturers of

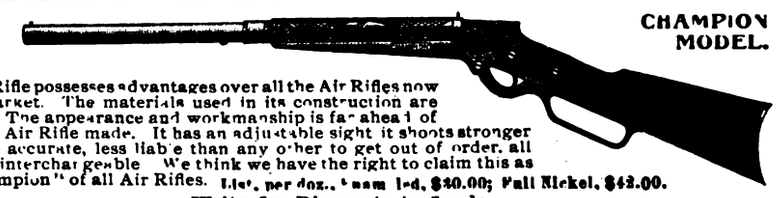
Bench Vises.

Price Lists sent on application.

Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.

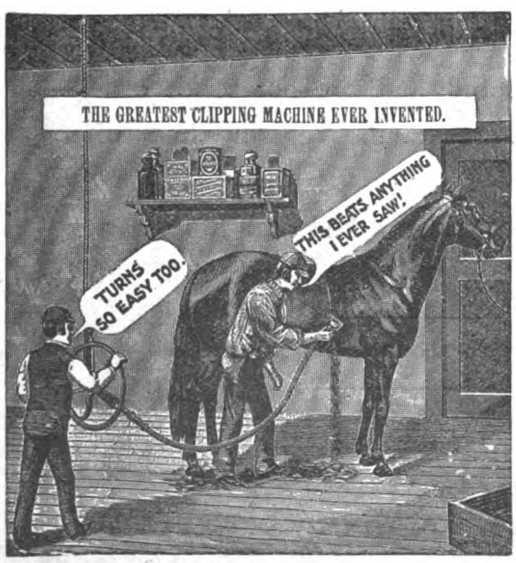
CHAMPION MODEL.



This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Nickeled, $30.00; Full Nickel, $42.00.

—— Write for Discounts to Trade. ——

M. C. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.



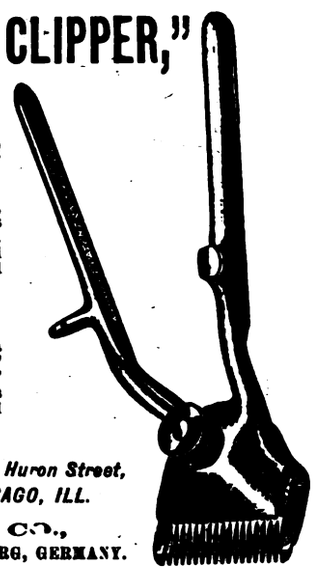
"The NEW '98 CHICAGO CLIPPER,"

"FAMOUS THE WORLD OVER"

AS THE

"GREATEST CLIPPING MACHINE EVER INVENTED."

Patented in United States, Canada, England, France, Germany and Russia. All records were broken with this Clipper by clipping a horse complete in 19 minutes. Weight of machine only 35 pounds. Retails at $10.75. All Hardwaremen can sell them in place of the old fashioned two-hand Clippers. Get posted.



TOILET CLIPPERS.

There are all kinds, but if you want a Clipper with a "REPUTATION" INSIST on the "Stewart Patent." They will cost you no more than the "inferior kind" -all parts are absolutely interchangeable. Clippers stamped with our name is a guarantee of quality. Send for Catalogue of Modern Clippers.

Chicago Flexible Shaft Co., 158-160 Huron Street, CHICAGO, ILL.

HAMMACHER, DELIUS & CO.,

Sole Agents for Continental Europe, HAMBURG, GERMANY.

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$30.00 per DOZEN

To the Trade.

BARGAIN OIL HEATER.

THIS Heater is rightly named. It is the greatest bargain ever offered in this line It is made entirely of polished steel, polished brass, and polished aluminum; nicely japanned and nickel plated. There are no castings to break, consequently it is practically indestructible.

Burns a clear white flame without smoke or odor.

Every stove guaranteed.

DIMENSIONS.

Height, 26 inches.
Size base, 13½ inches.
Size drum, 7 inches.
Circular wick, 8 inches.
Weight, 10 pounds.



NOVELTY MFG. Co.,
Jackson, Mich , U.S.A.

"COULD NOT KEEP HOUSE WITHOUT IT."

Sickels, Preston & Nutting Co., Davenport. Iowa. [*Wholesale Hardware*]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

"IN YOUR COLUMNS FROM THE FIRST."

Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

"LIKED 'HARDWARE' FROM THE START."

Gibbs Mfg. Co., Canton, Ohio. [*Hardware Specialties*]: We liked HARDWARE from the start, and have no reason to think otherwise now.

BISSELL'S



THEY ALONE HAVE STOOD THE TEST OF TIME. . .

FOR MORE THAN TWENTY YEARS THE "STANDARD."

"CYCO" BEARING CARPET SWEEPER

LATEST FEATURES:

"Cyco" Bearings.

Dust-proof Axle Tubes.

Anti-ravelling Collector.

Reversible Bail Spring,

And contained ONLY in the

BISSELL

THE NEWEST MODEL,

BISSELL'S AMERICAN QUEEN. . .

BISSELL CARPET SWEEPER CO.,

Grand Rapids, Mich. 103 Chambers St., New York.

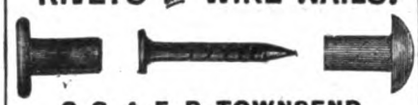
Stock of all brands at New York Store.
Repair Shop at New

Buyers, when visiting New York City, are cordially invited to call at our salesrooms, No. 103 Chambers Street.

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PRIEST'S CLIPPERS
BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS AND WIRE NAILS.

C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.


SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

Seed's Reversible Self-Cleaning . . . WATER FILTERS
BRASS, NICKEL PLATED.
No. A1 Per dozen, $4 00 No. 3 Per dozen, $1.50
No. 2 " " 2 50 No. 4 " " 1.00
In 5 Gross lots, 10 per cent. off.
J. H. SEED, Manufacturer,
21 and 23 Centre Street, - - NEW YORK.

ON OUR AD. LIST AS ONE OF THE BEST.

Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

A WIDE-AWAKE Hadware salesman who can display goods and sell them; none but up-to-date man wanted. One preferred who has worked where stoves and tinware are handled. Address, stating age, wages and references LOCK BOX 56, Southbridge, Mass.

A YOUNG man thoroughly acquainted with cutlery, cabinet Hardware and carpenters' tools as salesmen in a large retail Hardware store in New York City. Address, stating age, references and salary expected, W. V. N., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—By a large manufacturing establishment, a man to produce new articles for manufacture; line—mechanical Hardware and light machinery. Must be quick to see opening for new article and competent to design it. Trained mechanical engineer preferred. State fully past occupation and pay expected. Address "GOOD CHANCE," care HARDWARE, No 143 Chambers Street, New York

TRAVELING salesman for first-class line of American pocket cutlery, on commission, to best retailers throughout New England. Address C. C., care HARDWARE, No 143 Chambers Street, New York.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stone work; must be sober and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P O Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO., Bloomsburg, Pa.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

Situations Wanted.

COMPETENT office-man (32) ten years' experience, first-class references, desires position, with chance for advancement, with wholesale Hardware house, or manufacturer. Salary to start, $10. "DOUBLE ENTRY," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (20) would like position in a A1 Hardware house, where he can make himself generally useful; is good penman and will go first as stock clerk, second as salesman. References from business houses abroad. Address GERMAN 350, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a position in the Hardware Trade or factory, 20 years' experience as bookkeeper, bill and entry clerk, 12 years with one firm; good reference from last employer. Address G. H. JACKSON, 76 Linden Avenue, Jersey City, N. J.

A GENTLEMAN, age 29, wishes a position as [illegible] some large Hardware house, with good salary or commission; of good address. Box 60, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION by an experienced metal pattern maker, familiar with modern shop practice, and competent to take charge. Address "PATTERN MAKER," No. 447 Norman Street Bridgeport, Conn.

WANTED by an experienced and capable retail Hardware and farm implement salesman a position by January 1, 1899. I am a good all around man and not afraid to work. West preferred. Address "A. D.," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as traveling salesman, by a young man; any line; salary or commission; seven years' experience in the Hardware, stove and implement business. Address A. B. C., Canton, Miss.

ELECTROPLATER, first-class, after September 18th wants position; do nickel, brass, bronze, gold, silver, in fact, all kinds of plating, and oxydized finishing in the market; was in charge of large concerns. Best recommendations. I set up plants. Am temperate and steady. Address Box No. 371, Garrettsville, Ohio.

I WOULD like a position where there is a chance to become a salesman. I can furnish best of references and guarantee satisfaction. If interested, address COMPETENT, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a place. Am twenty years old; have had one year's experience at tinners' trade, both inside and outside work. Good references. LOUIE S. DUSTIN, Cerro Gordo, Ill.

THOROUGH Hardware, mill and machinists' supply man desires position as store, city or road salesman. Will go anywhere. Sixteen years' experience Married. Strictly sober. A1 references. Address "HINGES," care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

AS superintendent, foreman or master mechanic, by a practical mechanic and pattern maker. Posted on ornamental and complicated carved work. Competent to design dies, tools, jigs; to manufacture sheet metal and stamped goods, patented and builders' Hardware in malleable gray iron and brass. Will express working sketches and samples of work as references. Address "DIES AND TOOLS," care CRONIN, No. 3645 Union Avenue, Chicago, Ill.

WANTED—Position as salesman. Thorough knowledge of builders' Hardware. Can estimate from plans, etc. Have a good trade following in New York and vicinity. No objections to the road. Address VULCAN, care HARDWARE, No. 143 Chambers Street New York.

YOUNG man with twelve years' experience in retail Hardware stores, past eight years as buyer and manager, wants situation, either inside, or would arrange with manufacturers to handle lines sold to the Hardware trade, on commission. Address E. M. C., care HARDWARE, No 143 Chambers Street, New York.

THOROUGH Hardwareman, age 26, a hustler, A1 references desires position as house or road salesman; road preferred. F. W. M., care HARDWARE, No 143 Chambers Street, New York.

WANTED by a competent double entry bookkeeper and cashier, with an office experience of twelve years in the Hardware business, is open for engagement with wholesale or retail house, or manufacturing concern; age, 36; married; best of references as to habits, ability, etc. Address P. O. Box 73, Burlingame, Pa.

HARDWAREMAN, of fifteen years' experience, would like position in either wholesale or retail business. Well posted to buy or sell. Would prefer New England. Address C. D. M., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as buyer or manager; seven years' experience as such; well posted in Hardware, paints and oils Am 35 years of age and can furnish references. Would travel if desired. W. F. D., No. 254 Mt. Pleasant Avenue, Newark, N. J.

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Situations Wanted.

SALESMAN—Young man; hustler; any line; salary or commission. B. LURIE, No. 179 East 107th Street, New York City.

SALESMAN who has sold the Hardware export and department store trade of New York and vicinity is open for engagement Would like to hear from manufacturer wanting a representative in above territory. Address H. P. F., care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

HARDWARE salesman with fifteen years' experience is desirous of making a change. Am familiar with all details of the business from the office to the road. Have an established trade in Greater New York and vicinity. Address NASSAU, care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

BICYCLE builder and competent repairer wants position with house handling bicycles; understands buying and selling Fittings and Sundries; also competent to superintend a bicycle factory, or would go on the road; twenty years' experience. Address G. G, care Rose Bicycle Co, No. 139 Early Street, Providence, R. I.

SALESMAN, twelve years' experience in retail Hardware, stoves and house-furnishing goods; A1 New York City references as to ability and character. Age, 30 Am willing to go out of New York City. Address C. H. D., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE salesman, aged 26, wants position after July 1st. Familiar with sporting goods, also paints and oils. Highest recommendations. Address HARDWARE AND SPORTING GOODS, care HARDWARE No. 143 Chambers Street New York.

COMPETENT machinist, die and tool maker, 45 years of age, with twenty-five years' experience in various lines of work; quick to improve and apply devices for saving time and labor. Can handle men to good advantage; able to assist manufacturers with suggestions in getting out new inventions; an expert and hustler at the bench. Address "EXPERT": No. 3027 Poplar Avenue, Chicago, Ill.

SITUATION wanted in retail Hardware business; ten years' experience. Can speak French, Belgian and also some German. Best of references. Prefer to work in this State (Wisconsin). Address J. E. CRAITE, General Delivery, Milwaukee, Wis.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

SIX years a postmaster, nine years a general merchant, would like position in large store handling Hardware, with opportunities for advancement. Would go on the road. New England preferred. Address F. P. M, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in a retail Hardware store by a sober young man who is energetic, honest and reliable; have had three years' experience. Can furnish the best of references. C. M. LESH, Americus, Kan

YOUNG married man, age 31, desires position as salesman, shipper, clerk or collector, in coach Hardware or house-furnishing goods or general Hardware; have had nine years' experience with one firm A1 references. Address ROCHESTER, care HARDWARE, No. 143 Chambers Street New York.

WANTED—Position as collector or salesman for some firm. Will furnish bond if desired. JOS CHARBONNEAU, Medina, Ohio.

POSITION with manufacturer or wholesale Hardware firm by party having had ten years' practical experience buying and selling builders' and general shelf Hardware. Employed now as buyer in New York City, but desires a change Address H. B. M., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

THOROUGH Hardwareman, 34 years of age; married; strictly sober; a hustler with A1 references, desires position as house or road salesman. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK BOX 108, Burlington, Kan.

A PRACTICAL builders' Hardware salesman, ten years' experience, desires a position in a wholesale house. Can estimate from plans and specifications. Address WOODRUFF, care HARDWARE, No. 143 Chambers Street, New York.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

AN experienced business man, for some time manager of a leading maker of metal bedsteads and ornamental castings, thoroughly acquainted with all details. A1 salesman, unequalled acquaintance with leading buyers; fully qualified to represent an A1 concern; open for an engagement of a salable line. "BUCKEYE," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake Iowa.

YOUNG man (20) desires position. Four years' experience wholesale Hardware house; rapid figurer; of good address and business tact knowledge stenography, typewriting and double-entry bookkeeping best of references. Address "AMBITIOUS," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

AN A1 salesman wants a few lines of commission goods. Must be A No. 1 goods. Field: Ohio, Michigan, Indiana, Illinois and Kentucky. State commission. Address BOX 323, Thorntown Ind.

AN experienced commission traveling salesman now successfully handling several A1 lines, would like to add two or three others, providing terms, and goods are all right. Field: Michigan, Indiana and Ohio. Address "BEST TRADE," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

STAPLE side line offered to traveling salesman with a good wholesale Southern or Western trade. Address R., No. 113 Miller Street, Newark, N. J.

SALESMAN wanted to sell as side line to Hardware, plumbers and gas fitters Incandescent Gas Mantels; our prices are the lowest, and goods of highest candle power and durability. Big inducements for hustlers. Address W. G. TUCKER Co., No. 555 East 116th Street, New York City.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. Co., Rock Falls, Ill.

For Sale.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

A NICE, clean stock of Hardware in one of the most prosperous county seats in Ohio. An established and profitable business. Good reason for selling. Address, immediately, "WARWICK," care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

MANUFACTURERS of important lines of Hardware or popular specialties; desiring an intelligent representation in Chicago, capable of covering the Western trade centering in that city; may find it advantageous to enter into correspondence with the subscriber, who possesses the necessary experience to complete arrangements which would be found profitable to those interested. Address "UP-TO-DATE," care HARDWARE, No. 143 Chambers Street, New York.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. Co., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware steel, or kindred products by young man of executive ability and wide experience. Bond, if required. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Wanted to Purchase.

WANTED to purchase a retail Hardware, house-furnishing, lumber, building material or coal business in a live, growing town, having a good location, doing a good business. State full particulars and price. JOHN R. SWARTZ, Hughesville, Pa.

Home and Export.

PARTY taking charge, July 1st, of Eastern Hardware manufacturers, New York City and export trade, wishes to add several kindred lines. Twenty-five years' experience marketing goods References. Address H. B. S., care HARDWARE, No. 143 Chambers Street, New York.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

WE illustra e herewith our new 38 cal.

HAMMERLESS,

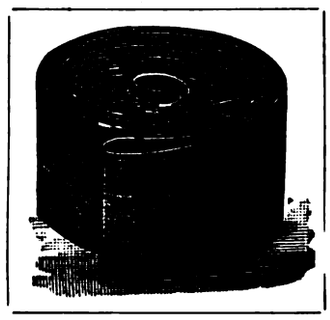
AUTOMATIC SHELL EJECTING REVOLVER,



Central fi e, S. & W. cartridge, 3¼, 4, 5, and 6 inch barrels It is a beauty, and the price is right, as well as the workmanship Absolutely safe. The internal hammer is rebounding

This makes our line very complete. Dealers, have you a complete line? If not, why don't you enquire about them? We gladly answer all letters. Complete catalogue sent to any address on application.

HARRINGTON & RICHARDSON ARMS CO.,
WORCESTER, MASS., U. S. A.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

Correspondence Solicited. *Discounts Quoted*

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.



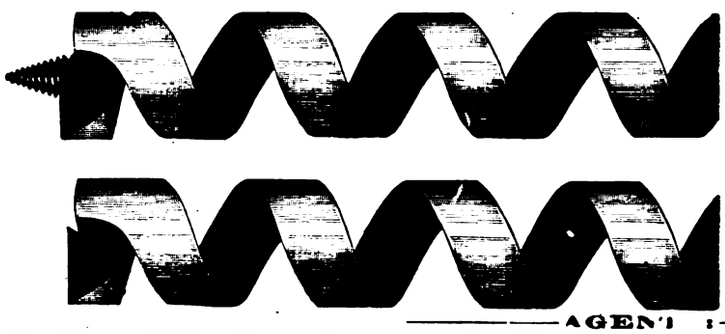
There are others but none like or equal to the **Centennial.** It is the only Cut ff in the market to-da that can be used in any posi tion without extra p'p or elbows Try then and you will use no other.

For sale by all the leading jobbers

Manufactured only by

COONEY, SEINER & CO.,
17, 19 and 21 E. South St., INDIANAPOLIS, IND.

SNELL MANUFACTURING COMPANY, FISKDALE, MASS.



Ship Augers and Ship Auger Bits....

These goods are made by skilled mechanics on new and improved machinery from especially selected cast steel made for the purpose. . . .

The large increase in their sales testify to their quality that they are superior to any other make.

They are finished so they can be used to bore with the grain as readily as across the grain, through the knottiest timber without swerving. . . .

AGENTS:

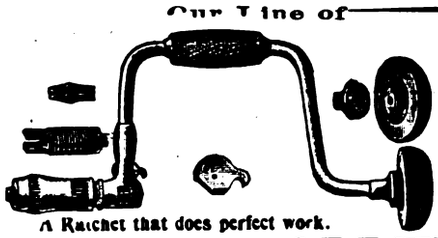
John H. Graham & Co.,
113 CHAMBERS ST., NEW YORK.

Underhill, Clinch & Co.,
94 CHAMBERS ST., NEW YORK.

LANCASTER MACHINE & KNIFE WORKS, LANCASTER, N Y.

Our Line of

BRACES AND CLEAVERS



A Ratchet that does perfect work.

Is Most Complete,
Quality the Highest.

HAVE YOU OUR CATALOGUE?



Warranted.

ALLERTON-CLARKE CO.,
Sole Agents,

118 Lake Street, CHICAGO, ILL.

97 Chambers and 79 Reade St., NEW YORK.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters.....
Railroad.....
} 40&12½&5

Ammunition—

CAPS, PERCUSSION—₱ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....35 @ 37c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....2. @ 28c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$3.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00.....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....20&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@4 & 10&10%
"Black Club," Black Powder... 4 & 10& ½@10&10&5%
"Smokeless" Nitro Powder... 40& 0&10&10%
"Acme," Dense Nitro Powder 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₱ 1000—
B.E., 11 up.80c..B.E., 9&10..70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.35
P.E., 8....1.50..P.E., 7.....1.50
} 20&5%

SHOT—
Drop Shot, sizes smaller than B, 25-₱ bags ₱ bag.....$1.35
Drop Shot, sizes smaller than B, 5-₱ bags, ₱ bag.....$ .30
Drop Shot, B and larger sizes, 25-₱ bags, ₱ bag.....$1.50
Drop Shot, B and larger sizes, 5-₱ bags, ₱ bag.....$ .35
Buck Shot, 25-₱ bags, ₱ bag...$1.50
Buck Shot, 5-₱ bags, ₱ bag....$ .35
Chilled Shot, 25-₱ bags, ₱ bag $1.52
Chilled Shot, 5-₱ bags ₱ bag..$ .35
Dust Shot, 25-₱ bags, ₱ bag....$2.00
Dust Shot, 5-₱ bags, ₱ bag....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 ₱ each..... .75
Orange Duoking, Nos 1, 2, 3, 4, 5, in canisters of 1 ₱ each..... .45
Orange [illegible] Extra," F, FF FFF, in canisters of 1 ₱ each..... .25
F. FF, FFF, in canisters of ½ ₱ each..... .15
F. FF, FFF, in canisters of ¼ ₱ each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 ₱ each..... 5.00
No. 1, 2, 3, 4, 5, in ½ kegs of 12½ ₱ each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ ₱ each..... 2.25
Orange Sporting, Nos. 1 and 2, in kegs of 25 ₱ each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ ₱ each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ ₱ each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 ₱ each..... 4.00
F, FF, FFF, in ½ kegs of 12½ ₱ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ ₱ each..... 1.25
Meal Powder, In kegs of 25 ₱ each..... 4.00 [For 1000 ₱ lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 ₱ each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 ₱ each..... 2.25
Blasting and Mining, "B," CC, C, F, FF FFF, FFFF, in kegs of 25 ₱ each..... 1.50
Fourth of July Powder, In kegs of 25 ₱ each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Sing e Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 ₱ each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 ₱ each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ ₱ each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 ₱ each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 ₱ each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ ₱ each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ ₱ each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 ₱.....$3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ ₱.....1.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ ₱.....2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 ₱..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ ₱..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ ₱..... 1.25
"V. G. P." for Trap Shooting, in Kegs 25 ₱..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ ₱..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 ₱..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ ₱..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ ₱..... 1.50
Mealed Powder, in Kegs, 25 ₱. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 ₱..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 ₱..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 ₱..... 1.50
Du Pont Sporting Powder, for lots 1000 ₱ 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 ₱ Black Powder.....$23.00
Half Kegs, equal in bulk to 12½ ₱ Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ ₱ Black Powder..... 5.75
Canisters, equal in bulk to 1 ₱ Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—

TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks ₱ 1000.....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montross, Galien, Mich.:
Camp's Success.....₱ doz. $3.50
Galien Safety.....₱ doz. $3.75
Hartman's Pivot.....₱ doz. $4.75
Iowa Farming Tool Co.:
Ha-keye.....₱ doz $3.25
Western.....₱ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₱ doz. pairs. .75
Burt n's, No. 2....₱ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₱ doz. pairs.$1.00
Kohler's:
Invisible, No. 3.....₱ gro. $6.00
Perfect, No 2.....₱ gro. $7.00
Bolt Holder, No. 1.....₱ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¼@9¼c
Eagle Anvils, ₱ ₱ 9c.....15@15&5%
Hay-Budden, Wrought.... 8¼@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8½@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..30%

Augers and Bits—

Boring Machine.....75&10@30%
Common Auger Bits.....75&10@30%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 80.60%
Nobles Double Spur, No. 33.70&10%
No. 10 Extension Lip....40@40&10%
No. M Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 80.....50&10@40%
Ring Augers.....70&10%
Pugh's Black.....30%
Snell's Jennings' Pattern.....70%
Snell's Car Bits.....60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $14.00, 2@25&10%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....30%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓&5
Clark's small, $18.00.....50&10@60%
Clarks' Large, $26.00.....50&10@60%
Ives' Model, ₱ doz. $60....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—
Common.....₱ gro. $2.75@$3.25
Diamond ₱ doz. $1.35.....40&10%
Douglass'.....40&10@50%
C. E. Jennings & Co.....50%
Ladds'.....70%
Shenardson's.....45&10@50&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood.40@40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60&70%
K. & F.....60&10&10&5%
Morse.....60&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&1 &5@70&5%
K. & F. Straight Shank..60&1 &10%
Morse Str'ght Shank.....60&10%
New Process.....60&10@70%
Standard.....60&10@70%
Syracuse.....60&10@7 %
W. & B Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....40@40&10%
Watrous'.....40%

Awl and Auger Handles—
See Handles.

Awls—
Handled Brad, ₱ gr.....$2.00@$2.25
H'ld Scratch ₱ gr.....$3.50@$4.00
Pat. Peg ₱ gr.....85@85c
Sewing, Com.....₱ gro., 85c@$1.00
Should. Peg ₱ gr.....$1.35@$1.45
Shouldered Brad, ₱ gr...$1.50@$1.65
Socket Scratch ₱ doz....$1.00@$1.10
Stanley Rule & Level:
Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Seats—
Aiken's Awls and Tools:
No. 10 ₱ doz. $7.50; No. 20, ₱ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 43, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.00; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₱ dozen net.
Stanley's Excelsior, No. 1, $7.50 : No. 2, $4.00; No. 3, $5.5.....40&10%

Axes—
First quality, best brands.$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₱ doz.

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's. 40&12½@10%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....50%
D. Simmons & Co.:
Broad.....50&5%
Shingling and Claw.....50&5%
Lath, Hunters' etc.....50&5%

Balances—
Chat llon's:
No. 2000 20 30
₱ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 ₱.....₱ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—
National.....30%

Beef Shavers—
Enterprise:
Japanned, each, $6.50.....30%
Tinned, each, $7.50.....30%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....50&10%
Western, Sargent's list.....75%

Bellows—
Blacksmith's.....70@70&10%
Hand.....50&5@50&5%
Moulders.....50&5@50&5%

Belting, Rubber—
Boston Belting Co.;
" Boston".....50&10&5%
" Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $5. 10@10&10%
Terrell's No. 1 and 2, $8; No. 3, $6.00 ₩ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....₩ pair, $6.50
W. & P.....₩ pair, $7.00

Bit Holders—

Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives' ₩ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₩ doz. $2..33⅓@33⅓&10%
Excelsior..₩ doz. $10.00....50&10&5%
North's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₩ gro. sets.....$5.50
Gorhams Improved Star Tenon ₩ gro. $1.00.....35%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9.00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70& 10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60& 10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10 @70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list.. 60&10&5@70%
Wrought Shutter, Sargent's list.. 60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@80%
Norway Iron, list Oct. '84..75&10@ 75&10&5%
Phila., Eagle, list $3.00.85&10@85&15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96. 75%
Bay State, Fluted.....75%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '83..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....30%

Borers, Bung—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $2.50 each
Ives'.....33⅓&5%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	$3.00
Millers Falls		7.50 15&10%
Snell's. Rice's Pat.	2.50	$2.75

Bow Pins—

1¼ inch, ₩ gro.....$4.50@$5.00
1inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114⅓.....60&10%
No. 208¼@214⅓.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....60&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....60&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....90&10@90&20%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....35@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & L. J. White.....35%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@ 40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75& 5&10&5%
Loose Joint, Jap. with Acorns. 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts..75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&10 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10 @50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle. ₩ gr....$2.00@2.25
Sardine Scissors...₩ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—

Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓&5%
Cast Iron Steel Points, ₩ doz.75@80c
Cast Steel, Polished.....₩ doz. $3.25
Socket.....₩ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen	Cyco-Bearing	₩ doz. $27.00
Crystal		₩ doz. $36.00
Gold Medal		₩ doz. $24.00
Grand		₩ doz. $36.00
Grand Rapids		₩ doz. $22.00
Hall		₩ doz. $60.00
Prize		₩ doz. $24.00
Premier		₩ doz. $24.00
Superior		₩ doz. $24.00
Welcome		₩ doz $24.00

Crown Jewel, japan finish, ₩ dos $19.00
Crown Jewel, nickel, ₩ dos. $21.00
Furniture Protector, Japan.....₩ dos. $22.00
Furniture Protector, Nickel.....₩ dos. $24.00
"Standard A," Jap...₩ dos. $20.00
"Standard A," Nick..₩ dos. $22.00
Lots of 5 dozen $1.00 per dos. less.

TOY LINE—

Baby.....₩ doz. $2.00
Child's.....₩ doz. $1.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $4.00
Little Queen.....₩ doz. $3.50
Misses.....₩ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₩ dos. net $18.00
"Criterion," ₩ dos. net.....$16.00
"Popular," ₩ dos. net.....$12.00
"Sovereign," Jap. ₩ dos. net.$17.00
"Sovereign," Nic. ₩ dos. net $19.00

Goshen Sweeper Co: New Prices Per Doz.

Goshen's Junior.....$ 9 00
Eureka.....$12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$16 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap.....$18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap.....$19.00
Banner, Broom Action, Jap.$20 00
Banner, Broom-Action, Nic.$ 2.00
Reliable, Broom-Action, Jap.$20.00
Reliable, Broom-Action, Nic.$22.00
Rapid, Broom Action, Jap..$20.00
Rapid, Broom-Action, Nic...$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam-Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam-Action, Nic.....$24.00
Common Sense, Cam-Action, Nic.....$24 00
Our Best, Cam-Action, Nic..$24.00
Majestic, Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$25.00
Model, Cam-Action, Nic.....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....60@60&10%
Martin's Patent(Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, in 1000 pound lots.
5-16 ¼ 5-16 ⅝ 7-16 ½ ⅝ ¾
$5.00 4.25 3.25 2.90 2.75 2.65 2.45 2.40
Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&5%
Covert's Heel Chains.....45&5%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Onsida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25%
Family.....net ₩ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....7%@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Witherby.....
} 50&10&5%
C. E. Jennings & Co. No 70...35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

COLD CHISELS—

Good quality, ₩ lb.....14c@16c
Snell's Best C. S.....50&10%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....30%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati....15&10@ 15&10&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10 @50&10%
Carpenters', Cincinnati....15&10@ 15&10&10%
Carriage Makers', Sargent's.. 50&10@50&10&5%
Carriage Makers' P. S. & W. Co.. 40&10%
R. I. Tool Co.'s Wrought Iron....25%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₩ doz. $3.25
Star Shank.....₩ doz. $3.75
Star Socket.....₩ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00..15%
New '98, Chicago..Each $12.75..15%

TOILET—

Chicago Flexible Shaft Co.'s:
Handy.....₩ doz. $7.20 net
Mascott.....₩ doz. $8.40 net
Monitor.....₩ doz. $9.00 net
Stewart Pat.....₩ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....35%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓&
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers.
70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent
Spring Calipers and Div...35&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....30%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & L. J. White.....30@30&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co..
15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40&
10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretsinger Cut-Easy, ₩ doz.
$3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....35@35&10%

Counter Sinks—

Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96.....35&10%
New York Stamping Co. List
Sept. 17, '97.....35@35&10%
Perfect.....35&10%
Rubber, ₩ doz. $7.50.....35@35&10%
Southington Cutlery Co.'s...35&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List.
50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—

Electric Door Opener, complete, $9
50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@60&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50.
70@75%
Star (Coil), list Oct. '95.....33⅓&10%
Torrey's Rod, 30 in. ₩ doz $1.20@1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....35@35&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@80&5%
Ohio Tool Co.....75&10&5@80&5%
P. S. & W.....75&10&5@80&5%
Witherby.....75&10&5@80&5%
Watrous.....30&10@40%
L. & L. J. White.....30&5@35%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No, 12, ₩
doz.....$16.00
Breast, Millers Falls, each $3.00
15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00;
Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Paine, Diehl & Co.'s Keystone..33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.00
Dover, No. 10.....₩ gro. $5.50
Dover, Steel Handle No. 10, ₩
gro.....$5.50
Dover, Extra Heavy, No. 15, ₩
gro.....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$3.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...50c. each.
Gas Burners, Electric....50c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60c. ea.
Lead Covered Wire No. 18, No.
16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking...$31.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P.,
2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50
each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, OF FF.
Kegs, ₩ lb.	4½c	5c	8c
½ kegs, ₩ lb.	4½c	5½c	8½c
¼ kegs, ₩ lb.	5c	5½c	8½c
10 lb cans, 10 in case....	6c	6½c	5½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—

No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—

Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—

Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots
50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal
Key.....50&10%
John Sommer's "Duplex," Metal
Key.....60%
John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50&10%
John Sommer's "Diamond," Lock
40%
John Sommer's "Eclipse," Lock..
40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50&10%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....60%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand,"
Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@30&10%
Royal.....75%
Second Quality Files.....30&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Filters—

Seed's Water Filters:
A 1, $4.00 No. 2, $2.50 No. 3, $1.50 No. 4, $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c
base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay.....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&20%
Columbia, Spading.....75&5&3%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....70&12½%
Victor, Manure, 4 tines.....70&12½%
Victor, Manure, 6 tines.....70&20%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....50&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@30%

No	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.35	$4.75	$5.35
No	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse....₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse,
₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—

Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.35

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c..60&10@60&
10&10%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and
Scratch.....25&10%
Copeland Champion Bit ₩ doz
$2.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.35
Wood head.....50&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25%
Rotary Nutmeg.....₩ gro. $9.00

Grindstone Fixtures—

Stowell.....55&10%
P. S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co.....45&2%
Covert's Saddlery Works:
'98 List.....60&20%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....50&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25,
1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail..
40&7½%
Engineers & B. S. Hand....50&10%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....50%
Sargent's New List.....45@50%
Verree.....50&10@60%
Warner & Nobles New List..35&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 35c } 60@60&10%
Over 5 lb.....₩ lb 30c
Wilkinson's Smiths....3½c@10c₩ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&60%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@
50&10&10%
Door or Thumb:

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.05	1.35	1.50

60&10@70%

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Drawer Handles.....60%
Ring Handles.....70%
Roggin's Latches.....50&10@60%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....60&10@66⅔%
Japanned, with Nuts.....$1.62
Japanned, with Plate.....$1.10
Japanned, without Plate.....88c

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60 & 10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....₩ gr. $2.25@2.50
Auger, large.....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 33⅓.....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Brad Awl.....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted.....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&5%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—

Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00.....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door.....50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00.....70@70&10%
Cronk's Steel cov'd Loose Axle. 60&10@40& 20%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....50@50&10%
Lanes Barn Door:
Barn Door, Standard.....60&10%
Covered.....60&10%
No. 50.....60 &5%
New Model.....4 &10%
Parlor, Standard.....40 &10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $14.00, ₩ dozen pairs.....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge.....50@50&5%
Stowell Mfg. Co.'s Barn Door
Badger.....60&10%
Climax.....55&5%
Interstate.....60&15%
Magic.....5 &10%
Matchless Covered.....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door.....5 &10%
Wild West.....5 &5%
Zenith, for Wood Track.....5 &5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....5 &5%
Street Car Door.....50&10%
Terry Ideal.....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered.....60%
Terry's Safety.....60&5%
Terry's Solid.....60&10&10&5%
Terry's Wrought.....60&10&10%
Universal Anti-Friction.....40%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&5%
Warner's Pat.....20&10&15%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.10 ₩ doz.....40&10%
Wrought.....35&10&5@90%
Wrought, Stanley.....85&35@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point.....50%
Auburn Straw.....40%
Lightning, from jobbers.....$6.00
Wadsworth's.....40&5@40&5&5%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5%
Rolled Plate.....
Rolled Raised.....
Plate Hinges "Providence" 6 to 12 in. ₩ D. 5c. 14 to 36 in. ₩ D. 4c. } 70&10@70&10&5%
Screw Hook and Strap. 6 to 12 in., ₩ D..2¼c; 14 to 20 in., ₩ D..3¼c; 22 to 36 in., ₩ D..2 c

STRAP AND T HINGES—
Light Strap Hinges.75&10&5@75& 10&5&10%
Heavy Strap Hinges.80&10@80& 10 &10%
Light T Hinges.....7 @7 &10%
Heavy T Hinges.....75&5@75&10&5%
Extra Heavy T Hinges..80@80&10%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps.....60&10@60&10&10%
Crate Hasps.....60&10@60&10&10%
Crate Hinges.....75&10&5%

SPRING HINGES—
Bommer's.....40%
Bardsley's Patent Checking.....15%
Chicago.....80%
Champion.....60%
Zell's American.....30%
Matchless, Double Acting.....25%
New Idea, No. 1, ₩ gro.....$7.50
New Idea, No. 2, ₩ gro.....$18.00
Rex.....₩ gr. $13.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise.....55%
Model.....70@70&10&10%
Tuscan Surface, Single.....7 %
Tuscan Surface, Double.....70%
Vigilant.....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894.....30%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acme.....80&5%
American.....3%
Columbia, No. 14.....₩ gro. $8.10
Columbia, No. 18.....₩ g o. $24.00
Crown.....30%
Gem.....30%
Knoxall.....₩ gro. $9.00
Oxford.....30%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $12.00

GATE HINGES—
Automatic.....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3.....70@70&10&5%
N. E...₩ doz $7.80.....60@60&10%
N. E. Reversible.....₩ doz $5.60 60@60&10%
N. Y. State..₩ doz $4.90..60@60&10%
Shepard's Nos. 1, 2, 3.60&10@60&10 &5%
Western, ₩ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....80&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....80&10%
Nos. 40 and 50.....80%
Huffer.....50&10@50&10&10%
Parker.....75@75&10%
Sargent's Nos. 1, 2, 5, 11, 12, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....80&10%
Buffalo Gravity Locking, Nos. 1, 3 and 5.....80& 0 &5%
Champion Gravity Lockin . No. 75.....60&10&10%
1888, Old Pat'n, Nos. 1, 3 and 5, 60&10%
Tip Pattern, Nos. 1, 3 and 5, 80 &10&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103..80%
Niagara Gravity Locking, Nos 1, 3 and 5.....80 &10%
Noiseless, Nos 50, 60, 65 and 65.80%
O. S. Lull & Porter.....80&10&5%
Pioneer, Nos. 060, 45 and 55½..75&5%
Steam eat Gravity Locking, No. 10.....80&10&5%
Stranger's Noise'ess.....75%
Mortise Gravity.....50%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30.....40&10%

Hitching Cords—

Covert Mfg. Co.....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3 75 net
Crescent Double-Bit ₩ doz. $4.00 net
Crucible Cut-Easy..₩ doz. $4 80 net
Cotton.....80&10%
Dunlap's Boys', Ladies', Toy.....30%
Garden.....80%
Ladies' and Boys'.....80&5%
Mortar.....75&25%
Iowa Crucible Socket.....75&20%
Magic.....₩ doz $4.00
Mattock Hoe.....₩ doz. $3.75 net
Planter's.....80&15%
Texas Cut-Easy.....₩ doz. $4.20 net
Warren Hoe.....60&10%
Weeding.....75&5%

EYE—
American Axe & Tool Co.....70%
Grub.....75@75&10%
Lane's:
Crescent Planters Pat.....45&5%
Razor Blade, Scovil Pat.....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil.....30@30%

Hog Rings and Ringers—

Hill's:
Rings.....₩ gr. boxes..$3.00@$3.25
Ringers.....₩ doz. 50@55c
Kohlers, Horse Nail, Ringers. ₩ doz. $9.00
Perfect Rings.....₩ gro. $7.00@$8.50
Perfect Ringers.....₩ doz. 80c

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Peerless Enameled-Ware...70&10%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....0&10%
White-Ware.....35&10%

STOVE HOLLOW-WARE:—
Ground.....60&10&10@70%
Unground.....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....63⅓@65%
Maslin Kettles, ...75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&10&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

BUSH—
Jennings & Griffin's.....40&10%
Light ₩ doz. $5.00 Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list...5 &10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....60@50&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....₩ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works.....80%
Hammock Hooks, E. C. Stearns, ₩ doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....33⅓%

WIRE—
Atlas Coat and Hat.....50&10%
Belt.....80&10%
Handy Coat and Hat.....70%
Steady Ceiling.....70%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....70&10%
Hooks and Eyes—Mal. Iron.....75%
Cotton, Box and Hay.....60%

Horse Clippers—

See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c.	40&10%
American, all sizes, 9½c.....net						
Ausable	26c	25c	25c	24c	23c.	40&10&5%
Anchor	23c	21c	20c	19c	18c	40%
C. B. K.	25c	23c	22c	21c.	21c	40%
Capewell	19c	18c	17c	16c	16c.	10&5%
Champlain	28c	26c	25c	24c	23c	40&5&2%
Clinton Fin.	19c	17c	16c	15c	14c.	30&10&5%
Essex	25c	25c	25c	24c	23c.	40&10@50%
Lyra	9½c	9½c	9½c	9½c	9½c., net	
Maud S.	25c	23c	23c	21c.	21c	40&10&5%
Northw't'n.	25c	23c	23c	21c	20c.	35@35&5%
Putnam	23c	21c	20c	19c	18c	25%
Snowden	9½c	9½c	9½c	9½c	9½c., net	
Vulcan	23c	21c	20c	19c	18c	25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb's. $3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy.....$3.00@$3.25
Gibb's Rubber Cush'd, ₩ set, $1.50
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.00
Perkins Improved Snow.....
W. & B. Rubber Pad....₩ set, $2.50

MULE—
Add 50c ₩ keg to above prices.

Horse Ties—

Covert Mfg. Co.....45%

Hose, Rubber—

Boston Belting Co.:
"Boston".....50&10&5%
"Imperial".....40&5%
Competition.....75@75&10%
Extra.....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@70&10&5%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....₩ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....₩ d z. $12 00
Ice Crusher, No 3, ₩ doz. $3.00
Ice Crusher, No. 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $9.00
Ice Tools.....₩ doz. $4.00
Sargent's Ice Awls.....50%
Snell's.....50%
Star.....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, ₩ doz. $6.00..25%
No. 34.....₩ doz. $15.00.25%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain.....15@20%
Spun Brass, plated inside with White Metal.....10@15%

Knives—

Ames':
Bread Knives. ₩ doz. $1.50...20@25%
Butcher Knives.....25@25&10%
Shoe Knives.....25@30%
Dunlap Kitchen and Bread Knives 25%
Foster Bros.' Butcher, &c.....40%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives.....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr.....$1.25@$1.50
Carriage, Jap.....₩ gro. 80c, 10&10%
Door Knobs, Hemacite.....50&10%
Door Mineral.....₩ doz. 65@65c
Door Por. Jap'd.....₩ doz. 65@70c
Door Por. Nickel...₩ doz. $1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....50&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '95. 40%

Lace Leather—

John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₩ ft. 18c
Tanned Side Lace.....₩ ft. 8c
Cut Lacings, ¼ in., ₩ 100 ft..$1 00
Cut Lacings, 5 1-4 in. ₩ 100 ft. $1.25
Cut Lacings, ⅜ in., ₩ 100 ft...$1.50
Cut Lacings, ½ in., ₩ 100 ft...$2.00
Cut Lacings, ⅝ in., ₩ 100 ft...$2.75
Cut Lacings ¾ in., ₩ 100 ft...$3.25
Discount from list, 60%

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Latches—
Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—
Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40%
Genuine Philadelphia Mowers:
Styles M., S., O., K., T....70&10%
Style A. (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime
12 in. 14 in. 16 in.
$6 00 $6.25 $6.50 each net
Pennsylvania....60&10%
Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....20&10%

Lawn Sprinklers—
Enterprise....25%
Gibbs' Arc....₩ doz. $10.00
Gibbs' Hustler....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3.
₩ doz. $12.00 $15.00 $24.00..35%

Lead Pipe, &c.—
Lead Pipe....₩ ℔ 6c
Lead Pipe, Tin Lined....₩ ℔ 13½c
Block Tin Pipe....₩ ℔ 22c
Sheet Lead....₩ ℔ 7c
Quantity discount 20%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $3.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....33⅓@$3.50
Porc. Lined, Wood....₩ doz. $6.00 $9&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon....35&10%
Iron Bench, new design....35&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 50 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 5....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro....25@10%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &c.—
Barnes Mfg. Co....40@40&10%
Branford Lock Co....net prices
Champion Night Latches....40%
Dietz Flat Key....20%
Mallory, Wheeler & Co....60&10@70%
Norwalk Lock Co....60&10%
Plate....33⅓%
R. & E. Mfg. Co....60&10@70%
Reading Hdw. Co....60@60&10%
Sargent & Co....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch....35&5%
All other Night Latches....40%
Yale....net prices
CABINET—
Barnes Mfg. Co....40@40&10%
Dietz:
Nos. 23 to 39....40%
Nos. 41 to 73....45%
Nos. 77 to 96....50%
Eagle Lock Co....45%
Yale....45&2%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Barnes Mfg. Co....50@50&10%
Champion....40%
A. E. Dietz....40%
Eagle....40%
Scandinavian....90&40@90&40&10%
Smith & Egge Bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....net prices
TRUNK—
Corbin's....25%
Eagle....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—
Regular list....70&10@75%

Meat Cutters—
American....30%
Nos....1 2 3 4 5
Each..$5 $7 $10 $25 $50 $60
Dixon's....₩ doz 33⅓%
Nos....1 2 3 4
$14 $17 $19 $30
Enterprise....25%
Nos....10 12 22 32 42
Each...$3 $3.50 $4 $6 $15
Hales Pattern ₩ doz....70@70&5%
Nos....11 12 13
$37 $38 $45
Home No. 1..₩ doz $36....60%
Little Giant....50&10%
Nos. 805 810 812 820 822
$35 $42 $44 $72 $88
Miles' Challenge ₩ doz...45@45&10%
Nos....1 2 3
$32 $30 $40
Perfection....net
Woodruff's ₩ doz....33⅓%
Nos....100 150
$15 $18
Beef Shavers (Enterprise)....25@20%
Chadborn's Smoked Beef Cutter, ₩ doz $30.00

Meat Juice Extractors—
Enterprise....25%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ ℔..25c
No Name....₩ ℔..15c
Mystic....₩ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat....₩ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz. $12.00

Motors—
COFFEE MILL—
Specialty Novelty Co....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896....87½&10%
FIXTURE—
Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list..40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze....10%
China....25%
Fire Gilt....10%
Plain....40%

Nail Pullers—
Black Hawk, per doz....$9.00
Eclipse....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....₩ doz $18.00, 20%
National....₩ doz. $24 00, 40%
Pelican....₩ doz $9.00, 15&10%
Scranton No. 2....₩ doz. $10.00
Scranton No. 3....₩ doz. $9.00

Nail Sets—
Buck Bros....37½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon....₩ gro. $4.00@$4 75
Round, assorted....₩ gr. $3.00@3.25
Square....₩ gr. $4.00@$4.25
Snell's, Knurled....60&10%

Nippers—
Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..40 20%
Turner & Seymour Mfg. Co....50%

Nuts—
Cold Punched, Square, off list. $5 20
Hex, off list....$6 80
Hot Pressed, Square, off list..$6.40
Hex, off list....$7.20

Oilers—
Brass and Copper..50&10@50&1 &5%
Cushman & Denison's:
Pocket Oilers....₩ doz. $1.55
Star Pocket Oilers....75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable, Hammers, New Style, 10& @3%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ ℔....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ₩ ℔....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1¼ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₩ ℔:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ ℔....70
Discount 33⅓&10%.
Pike's Washita Mounted No. 1:
3x2, ₩ doz....$12.00
7x2, " 11 00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 3x2x⅝ to 1¼, ₩ ℔....34
" 2x2x⅝, extra selected..40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston"....60%
"Excelsior" Self-Vulcanizing, per ℔ 70c....40%
Boston "Phœnix" Red Sheet, per ℔....50c. net
Extra....60&5@60&10&5%
Standard, Fair Quality..70&10@75%
MISCELLANEOUS—
American Packing....9c@10c ₩ ℔
Cotton Packing....14c@15c ₩ ℔
Italian Packing....11c@12c ₩ ℔
Jute....8½c@9c ₩ ℔
Russian Packing....13½c@14c ₩ ℔

Padlocks—
See Locks.

Parers—
APPLE—
Advance....₩ doz $4.50
Baldwin....₩ doz 5.00
Bonanza....each 5.00
Daisy....₩ doz 8.50
Dandy....each 7.50
Eureka, 1888....each 16.00
Family Bay State....₩ doz 12.00
Favorite....₩ doz 5.00
Gold Medal....₩ doz 4.00
Ideal....₩ doz 4.00
Improved Bay State.₩ ds..$27@30.00
Little Star....₩ doz 4.00
Monarch....₩ doz 18.50
New Lightning....₩ doz 5.50
Oriole....₩ doz 4.00
Penn....₩ doz 8.00
Perfection....₩ doz 4.00
Reading, 78....₩ doz 4.00
Reading, 78....₩ doz 7.00
Rocking Table....₩ doz 5.50
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable....₩ doz 4.50
Victor....₩ doz 18.50
Waverly....₩ doz 8.75
White Mountain....₩ doz 4.00
POTATO—
Saratoga....₩ doz 5.50
White Mountain....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead....₩ gro. 4.0 @7.50
Lead....₩ gro. 2 18@4.38
Lumber....₩ gro. 6.87
Mascot, Hexagon....₩ gro. 4.75
Mascot, Round....₩ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....70&10@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&1 @5 %
Bench, First Quality....50@50&10%
Bench, Second Quality....50%
C. E. Jennings & Co....50&10%
Moulding....40&10%
IRON PLANES—
Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iro .5 & 1%
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10@60%
Miscellaneous....35& 10%
Steer's Iron Planes..60&10@50&10&5
PLANE IRONS—
Auburn "Thistle"....
Ohio....
Sandusky....
} 30&10@40%
Buck Bros....30%
Butcher's....$5.00@$5.25 to $
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & L. J. White....30&5@35%

Pliers and Nippers—
Button's....70@70&10%
Carew's Pat. Wire Cutters....20%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ₩ doz $12 00....5%
Flat and Round Nose....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat. Pliers....5%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13 50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ₩ doz $13.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's....40&10&10%
Davis':
Inclinometers....30%
Iron Levels....35&10%
Disston's....50%
Pocket Levels....70&10@75%
Stanley's....75&10%
Stanley's Duplex....25&10&10%
Wood's Extension Sight....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's....25%

Polish, Metal—
Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—
Dixon's Plumbago....₩ ℔ 8c
Joseph Dixon's....₩ gro $5.75, 10%
Gem....₩ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50
1½ qt. ₩ doz. $ .85; ₩ gr. $8.0 } 10@
2 qt., ₩ doz. $1.15; ₩ gr. $12 00 } 12½
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4 00....33⅓%

Post Hole Diggers—
Kohler's:
Little Giant, No. 12....₩ doz. $12 00
Hercules, No. 25....₩ doz $11.00
Invincible, No. 6....₩ doz. $10.00
Pioneer, No. 714....₩ doz. $ 9.00
Long Lever, No 20....₩ doz. $12.00
Universal, No 49....₩ doz. $14.00
New Hampton, No. 37 ₩ doz. $ 7.00
Iron Handle, No. 34....₩ doz. $ 8.00
Ryan's....₩ doz., $30.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₩ doz., $2.50 net
Diston's Combined Pruning Hook and Saw...₩ doz $12.00, 25@25&10%
Diston's Pruning Hook.....₩ doz $12.00, 25@25&10%
Henry's Pruning Shears ₩ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 45.....₩ doz. $3 50
American, No. 88.....₩ doz. $3.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. ₩ doz.....$3.50@$3.75
Waters Tree Pruners.....75&10@50%
Wheeler, M. & C. Co.'s Combination.....₩ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....80&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₩ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades 75&10@80%
Pitcher Spout, Cheaper Goods. 60&5@60&10%
F. E. Myers & Bro.:
No. 1, Fig. 338, 3 in. Shallow Well Pump.....$13.00
No. 3, Fig. 338, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6¼, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 551, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 333, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 3½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 103, Fig. 448, 3 in. Lift Pump.....$10.00
No. 108, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 403, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 260 Fig. 494, Imperial Cyclone Pump.....$13.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 488, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320. Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive,.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₩ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₩ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&5%

Rail—

Barn Door, Light, In. ½ ⅝ ¾
Per 100 feet.....$1.40 1.85 2.60
Barn Door, "None Better" No. 1, ₩ foot.....2¾c
Barn Door, "None Better" No. 2, ₩ foot.....2¼c

B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet..	$1.60	2.00	2.50

Carrier Steel Rail, ₩ foot.....4¼c
Cronk's:
Competition.....₩ foot, 2¼c
Common.....₩ foot, 2¼c
Double Braced.....₩ foot, 2¾c
Lanes' O. N. T.....₩ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron... ₩ ft. 6½c
Sliding Door, Iron, Painted....₩ ft 3c
Sliding Door, Wr't Brass, 1¼ n. ₩ ft, 35c.....20&10@40&5%
Terry's Steel Rail, ₩ foot.....3½c
Victor Track Rail, 7c ₩ foot. 60&10&5%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₩ doz. $4.00
Boss, Garden, 14 teeth, net ₩ doz. $2.60
Boss, Garden, 13 teeth, net ₩ doz. $2.75
Canton Lawn Rake...₩ doz. $3.50
Crown Lawn, No. 1....₩ doz. $3.50
Hustler, No. 0.....₩ doz. $3.20
Lawn Rake.....₩ doz. $4.75
Kohler's:
Lawn Queen, net ₩ doz. $3.25@$3.40
Lawn Queen, Impr'd, net ₩ doz. $3.35@$3.50
Catch All...net ₩ doz. $3.15@$3.25
Jumbo.....net ₩ doz. $7.00 @$9.00
Paragon....net ₩ doz. $3.85@$3.00
Malleable.....75%
Onsida Lawn.....doz. $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓%

Rasps, Horse—

New Nicholson Horse Rasp..70&10%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30&10%
Bronze-plate 1.....40%
Nickel plated.....40&10%
Stowell's old list:
Japanned.....30&10%
Nickel-plated.....75&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....50%
Hose with Burrs.....50%
Burrs only.....40%

IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....75&10%
Thousand, in bulk.....75&10&5%
Thousand, in papers.....75&10 &5%
Coopers, in bulk.....75&10%
Block, and Carriage, in papers. 75&10%
Hame.....80%
Belt with burrs, tinned or copper ed.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₩ doz. $1.00 net
Screw Stay.....& doz. 60c net

Rope—

Cotton Rope, Best, ¼ in. and larger.....₩ ₤ 13 @14c
Medium, ¼ in. and larger.....₩ ₤ 10 @12c
Common, ¼ in. and larger.....₩ ₤ 8½@10c
Jute Rope.....₩ ₤ 5 @5½c
Manila:
7-16 in. and larger.....₩ ₤ 10½c
⅜ in.....₩ ₤ 10½c
¼ and 5-16 in.....₩ ₤ 11½c
Hay Rope, Med.....₩ ₤ 10½c
Sisal, ¾ in.....₩ ₤ 9½c
¼ and 5-16 in.....₩ ₤ 10½c
7-16 in. & larger.....₩ ₤ 9½c
Med. L'th Y'rn.....₩ ₤ 8½c
Hay Rope.....₩ ₤ 9½c

Rules—

Athol, Steel.....33⅓%
Boxwood.....30&10&10&10%
Ivory.....50&10@50&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—

Chinese Laundry.....₩ ₤ 4@4½c
Chinese Sad.....3½@3½c
Crown, Polished.....₩ doz. $6.50
Crown, Nickel.....₩ doz. $7.00
Common 4 to 10.....₩ ₤ 2½@2¾c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₩ doz.....$6.50
No. E 50, nickel-plated, size 1, 2 or 3 without handles, ₩ doz. $4.00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₩ doz.....$6.00
No. E 55, plain polished, size 1, 2 or 3 without handles, ₩ doz. $3.50
No. E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₩ doz.....$7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₩ doz. $4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₩ doz. $9.30
No. E 60, nickel-plated, size 4, without handles, ₩ doz.....$6.80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₩ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₩ doz. $4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.80
No. E 65, plain polished, size 4, without handles.....$5.80
The "Best" Handles, with Forged Iron Stretchers, ₩ doz.....$3.50
Self-heating.....₩ doz $10.00, 20%
Self-heating, Tailors' ₩ doz $23.50, 25%
Sensible Nickel.....₩ doz. $7.00
Sensible Polished.....₩ doz $6.50
Sensible, Tailors'.....₩ ₤ 3@3¼c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₩ ₤ 16c
Cable Laid Russia.....₩ ₤ 13½c@14c
Common India.....₩ ₤ 8½c@ 9c
Common Russia Sash. ₩ ₤ 12½c@13c
Patent India.....₩ ₤ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₩ ₤ 30c
"Samson" Braided Drab, Cotton.....₩ ₤ 35c
"Samson" Braided Italian Hemp.....₩ ₤ 33c
"Samson" Braided Linen, ₩ ₤ 56c
Silver Lake:
A Quality, Drab.....₩ ₤ 40c. 15@15&7½%
A Quality, White.....₩ ₤ 35c. 15@15&7½%
B Quality, Drab, ₩ ₤ 35c..... 15@15&7½%
B Quality, White ₩ ₤ 30c..... 15@15&7½%
White Cotton Braided, ₩ ₤ 21c@25c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10&10%
Sash Lifts Flush.....10%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₩ ton, $30.00@$31.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....20%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....30%
Griffin's:
Complete'.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Red, Polished and Varnished...₩ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont..₩ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets, ₩ doz.....$6.00
Excelsior Saw Tools ₩ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Diston's Star.....25@25&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. $3.00
"Royal".....₩ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&10%
Cross-cuts Nos. 3 and 4, $26.00; No. 5, $31.00.....40&10%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₩ doz.....$4.75
Stillman's ₩ doz.....$1.00
Taintors Positive...$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₩ doz. $17.00@ $18.00
Tea, No. 161.....₩ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '98.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz., $3.00
Box, 2 Handle....₩ doz., $3.00@$4.00
Foot.....65&5@50&5%
Ship Common.....₩ doz.. $3.40 net
Ship, R. I. Tool. Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....27½%
Champion.....40&10%
Diston's.....50@50&5&10
Pat. Excelsior.....50&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50
Howard-Allard.....50&10&10%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....60&10%

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Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₱ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 88.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....35%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz.....90c }
C. T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—
Brass, Flat Head.....87½&10%
Brass, Round Head.....85%
Bronze, Flat Head.....85&10%
Bronze, Round Head.....85%
Copper, Flat Head.....85%
Copper, Round Head.....60%
Dowel Screws.....85%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't S'd & Oval Head.....85%
Iron, Forged Flat Head....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head....77½%
Phosphor Bronze, Flat Head....60%
Phosphor Bronze, Round Head..55%
Side Knob Screws.....85%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895.....83⅓%
Hand Rail.....83⅓%
Lag Screws. List Jan. 30, 1896. 80&10&5@85%

BENCH, HAND, ETC.—
Bench, Iron, ₱ doz., 1 in., $2.75; 1¼, $3.00; 1½, $3.50
Bench, Wood, Beech. ₱ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....35%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....35%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....35%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₱ Set.....$2.25
Surrey, No. 9, ₱ Set.....$3.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&30%
Ætna, Steel Nickeled.....70&30%
Barnard's Lamp Trim'rs. ₱ doz.$3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1861. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—
Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@30%
M. W. Co., list July, 1897.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 16, 1895.....60&5%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C. S. Edge.....60@71½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw Cutters—

Enterprise.....35%
Enterprise Mfg. Co.....35%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....35%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....10&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector
Double for Bits or Trace Carrier
Loop Eye
Loop Eye, Swivel
Open Eye
Round Eye
Round Eye, Swivel } 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....30%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₱ doz. 35&10%

Spoons and Forks—

TINNED IRON—
Basting, Cen. Stamp. Co's list. 75&10@30%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&35%

SILVER PLATED—
4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—
Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton...50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels. 60&10%
Starrett's Micrometer Caliper Squares.....35%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }
Stair Rods—
Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—½, ⅝, and ¾ inch, ₱ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....35@30%

PIPE MAKERS—
Holroyd & Co.....75&10@30%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued,...90&10@90&20%
American, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....35&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....80&10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails.....80%
Common and Patent Brads.....80%
Finishing Nails.....65%
Gimp Tacks:
Lanc.....90&20%
S. S.....90&20%
Hungarian Nails, Steel.....80&20%
Lace Tacks.....
S. S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....35%
Upholsterers' Tacks:
Lanc.....80&20%
S. S.....90&10&5%

MISCELLANEOUS—
Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $3.00
Bonnie Blue.....₱ box $1.50
Can Opener Carpet Tacks. ₱ gr. $4.00
Dble. Point.90&10&10&10&10&10&10%
Hammer Carpet Tacks...₱ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓&& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓&& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₱ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&20&5%
Keuffel & Esser Co, New list, 1896: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&10%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".35%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatles'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.35
Common 6 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.65
D. H. Fork, Steel Regular, s'ch .75
Double Grapple Fork, each...$3.35
Double Rail Steel Track complete with clamps, ₱ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$3.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₱ doz.$1.75
Floor Hooks, ¾ in. ₱ doz. .65
Floor Pulley, Wood Sheave, Fig. 436, ₱ doz.....$3.00
Hanging Hooks for Double Steel Track, ₱ doz..... .60
Hanging Hooks for Single Steel Track, ₱ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .45
Hanging Hooks for Wood Track 14 in. ₱ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 330 and 331 ₱ doz.$3.00
Malleable Rafter Brackets, ₱ doz..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$13.00
New Myers Iron Rod Car.....$3.7

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Reed Wood Frame Pulley with Hook, Fig. 434, ₱ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track....$3.25
Rope Hitch ₱ doz....$1.75
Single rail Car, Single Steel T. $3.50
Single rail Steel Track with clamps, ₱ ft. .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 555, ₱ doz....$1 50
Sure Grip Sling Car., Steel or Wood Track....$6.00
Walker Fork, each....$1.15
Wrought Rafter Brackets, ₱ doz. .45

Transom Lifters—

Ajax....50&10@50&10&5%
Bronze Metal, with Safety Spg. 5 @ 0&10%
Crescent....7@7 &10%
Dicksons....60%
Nickel Plated....60&10%
Payson's Solid Grip, Nos. 3 3 and 304....₱ 100, $13.00
Shaw's:
Copper Finished....60&10%
Lever....70@70&10%

Traps—

GAME—
Blake's Patent....60@60&10%
Enterprise Mole....15%
Newhouse....5 @50&10%
Oneida Pattern....75&5@75&10%

MOUSE AND RAT—
Erie Rat....40@40&10%
Hotchkiss:
Metallic Mouse,....₱ doz. 65c
Improved Rat....₱ gross, $12.50
New Rat....₱ gross. $12.50
Mouse, Bonanza....₱ doz 90c@$1.00
Mouse, Catch-'em-Alive ₱ d z $2.50, 15%
Mouse, Delusion....40%
Mouse, Ideal....₱ gr $9.00
Mouse, Round Wire, ₱ doz $1.50, 10%
Mouse, Wood, Choker, ₱ doz notes 10c@90c
Schuyler Rat Killer, No. 1 ₱ gro., $18.50; No. 2 ₱ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₱ doz....$15.00
Yankee Mouse Trap, ₱ doz..$5.50
Yankee Rat Trap, ₱ doz.....$11.00
John M Mast:
Snap Shot, 3-Hole....₱ gro., $1.25
Snap Shot, 4 Hole....₱ gro., $1.75

FLY-
Balloon, ₱ doz $1.35....₱ gr. $13.50
Electric Rod....₱ gr. $16.50
Globe....₱ doz., $1.25; ₱ gr. $13.50
Harper....₱ doz., $1.75; ₱ gr. $16.50

Trowels—

Brade's Brick....30%
Disston's:
Brick....25@25&10%
Plastering....25@25&10%
Pointing....30%
C. E. Jennings & Co.:
Brick....30%
Plastering....25%
Pointing....30%
Wm. Johnson's:
Brick....40%
Plastering....40%
Pointing....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering....25@25&5%
Richardson....25@25&10%
"Rose" Brick Plastering and Moulders....30@30&10%
Sargent's Garden, No. 1....70%
Sargent's Garden, No. 15....50%

Vegetable Slicers—

Enterprise Mfg. Co....25%

Ventilators—

CHIMNEY—
Pancoast's Double Deflector: 70&10%

WINDOW—
Pancoast's "Common Sense," ₱ doz. $9.00

Vises—

Solid Box....30&10@30&10&10%

PARALLEL—
Armstrong's:
Combination....50%
Plain and Hinge....60%
Athol, Oval Slide....60&10%
Bonney's Champion....50@5 &5%
Fisher & Norris Double Screw....&10%
Holland's....40@40&10%
Howard's....40&10%
Little Giant Bench....25&10&5%
Lowell Hand....33⅓&5%
Millers Falls, Mechanics'...net@10%
Moore's....20%
Parker's....30@35%
Oval Slide....50&10%
Victor....30%
Prentiss....30@35%
Sargents....70&10%
Simpson's Adjustable....40%
Stephens'....25@30%
Trenton....40&5@40&10%

SAW FILERS—
Bonney's Nos. 2 & 3 $15.00....50& 10%
Stearn's Com., No. 0, 1, 2, and 3..5o%
Stearn's Rubber Jaw, Nos. 10 and 33....33⅓&5%
Wentworth's....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₱ doz., $10.00....60&20%
Daisy, ₱ doz., $12.00....60&20%
Lane's Steel....30%

Washer Cutters—

Otis A. Smith's....30&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₱ doz. $5.00
Axtell, Lacquered, 42 in. ₱ doz. $7.00
Axtell, Pol. Brass, 36 in. ₱ doz. $12.00
Axtell, Pol. Brass, 42 in. ₱ doz. $15.00

Weed Diggers—

"Pastime"....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co....40%
Clayton's....35&10%

Window Mirrors—

Bayer & Co.'s....₱ doz. $24.00 net

Window Stop Adjusters—

Ives' New List....40%
Taplin's "Perfection"....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire....40%
Bright Wire Goods, Standard list 90&10 @90&10%
Cast Steel Wire....50%
Copper Wire....40%
Malin's Annealed and Tinned on Spools....60&10%
Malin's Brass and Copper on Spools....50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18...80&10@80&10&10%
Cop'd, Nos. 0 to 18....80&10%
Galv., Nos. 0 to 18....80&10%
Tin'd, Tinned list Nos. 0 to 18.... 75&10%
Picture Wire....New list 85&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₱ ₤....60@70c
Stub's Steel Wire....$6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting....80&20%
Painted Screen Cloth good quality, ₱ 100 sq. ft., $1.00@$1.10

Wire Rope—

List.
Cast-steel....2½&2½&2½ cash
Iron....30&2½&2½ cash
Iron, Galvanized..30&2½&2½ cash

Wire Rope Clips—

Crosby....25%

Wire Stretchers—

W. C. Heller's Grip....₱ doz. $1.50

Wrenches—

Agricultural....30@30&10%
Aiken's Pocket (Bright)..$3 00@3.30
Alligator....70%
Armstrong's....40%
Baxter's....65&10@70%
Bemis & Call's:
Brigg's Pattern....30&10%
No. 7 Cylinder or Gas Pipe....55%
No. 8 Pipe, Bright....30%
Patent Combination Black.40&10%
Patent Combination Bright.40&10%
Boardman's....30@33⅓&5%
Cincinnati Tool Co:
Bit....15@15&10%
Standard Brace....15@15&10%
Coes':
Genuine....40&10&5&5&5%
"Mechanics'"....40&10&10 &5&5&5%
Donohue's Engineer....40&10%
Eagle Pipe....50&10%
Stillson Pipe....45%
Taylor Pipe and Nut....40%
Trimo Combination....40%
Trimo Pipe....50&10%
Wakefield Pipe and Nut....40%
Whitman & Barnes:
Acme....60@60&5%
All Steel Pipe....50&10@50&10%
Always Ready....55@40&10
Bull Dog....50&10%
Diamond Cycle....₱ doz $3.00
Drop Forged Engineers.35@40&10%
Hercules....70&10@75%
Improved Knife Handle Pipe 6 @6 &5%
Machinists' Knife Handle, 6 & 10 @6 & 6 & 10%
Regular....80&5@ 0&10&5%
J. H. Williams....30%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 1, 1894....2%
National Wringer & Mfg. Co., list Jan. 1, 1895....2%
Peerless Mfg. Co., list Feb., 1898...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..₱ gallon....86c
Linseed, City, Boiled, in barrels ₱ gallon....83c
Out of Town on Spot..₱ gal.....86c
Calcutta, Raw, in bbls....₱ gal. 54c
Lard, Prime City.....₱ gal. 47@48c
Extra, No. 1....43@45c
No. 1....80@85c

Paints and Colors—

Barytes, Foreign, ₱ ton, $18.00@$22.50
Barytes, American Floated, ₱ ton $18 00@$20.00
Barytes, Crude ₱ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₱ ₤....4½@5c
White Lead, American, in Oil, in lots of less than 500 pounds, ₱ ₤ net....6¼c
In lots of 500 pounds and over, ₱ ₤....5¾c
White Lead, Foreign, in Oil, ₱ ₤ 8@8¾c
Litharge, Kegs, ₱ ₤....5½@5¾c
Zinc, American, Dry, ₱ ₤....4@4½c

Putty—

In bbls. and half bbls....1½@1¾
Putty in Bladders....1¾@2
Putty in Tins....2 @2½

Spirits Turpentine—

In regular bbls....29@—c
In machine bbls....30@—c

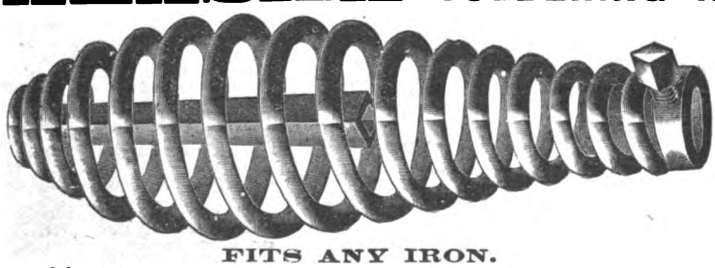
Dry Colors—

Blue, Chinese....₱ ₤ 30 @35
Blue, Prussian....₱ ₤ 20 @25
Blue, Ultramarine..₱ ₤ 6 @25
Sienna, Italian, burnt & powdered ₱ ₤ 4½@10 c
Sienna, Italian, raw & powdered...₱ ₤ 3 @4½c
Umber, Turkey, burnt....₱ ₤ 3½@5½c
Umber, Turkey, raw....₱ ₤ 2½@3 c
Green, Chrome, Ordinary....₱ ₤ 4 @12 c
Green, Paris, in bulk, ₱ ₤ 13½@15½c
Indian Red, American....₱ ₤ 2½@ 3 c
Indian Red, English....₱ ₤ 4½@5½

Colors in Oil—

Black Coach Japan ₱ ₤..13½@20
Black Coach Japan, in Oil....₱ ₤ 12 @15 c
Black Drop....₱ ₤ 7 @10 c
Black Lampblack, Best....₱ ₤ 12 @15 c
Black Lampblack, common....₱ ₤ 7 @10 c
Blue, Chinese....₱ ₤ 35 @40 c
Blue, Prussian....₱ ₤ 25 @25 c
Blue, Ultramarine..₱ ₤ 16 @21 c
Sienna, burt....₱ ₤ 8 @12 c
Sienna, raw....₱ ₤ 7 @10 c
Umber, burnt....₱ ₤ 7 @10 c
Umber raw....₱ ₤ 6 @10 c
Brown, Vandyke....₱ ₤ 7 @12 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.

Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

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Made only by . . . .

TROY NICKEL WORKS,
ALBANY, N. Y.

"TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell, Baltimore, Md.: HARDWARE is too valuable to be without.

"GREAT VALUE AS AN ADVERTISING MEDIUM."

Buck Bros., Millbury, Mass. [*Tools*]: We appreciate the great value of your paper as an advertising medium.

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WE ARE NOT GIFTED WITH ONE OF THOSE

Magnificent Business Intellects

Which are so carried away with the idea that they **must** "du bisness" that they rush wildly about making impossibly low prices on Screen Goods, then discover that they have sold the goods at less than it costs to make a decent article, and try to save themselves by rank cheapening.

We know just enough to make the goods right and then get all we can for them. However, you don't pay much of a premium for Phillips Screens, and you **know they are reliable every time.**

And, by the way, the features that enable us to guarantee every "Flyer" Window Screen to **stay together** and to **adjust freely** under all circumstances, are patented. The patent is now becoming valuable as all the imitations of the "Flyer" have now been in the market long enough so that

the difference is apparent to { User, Retailer, Jobber.

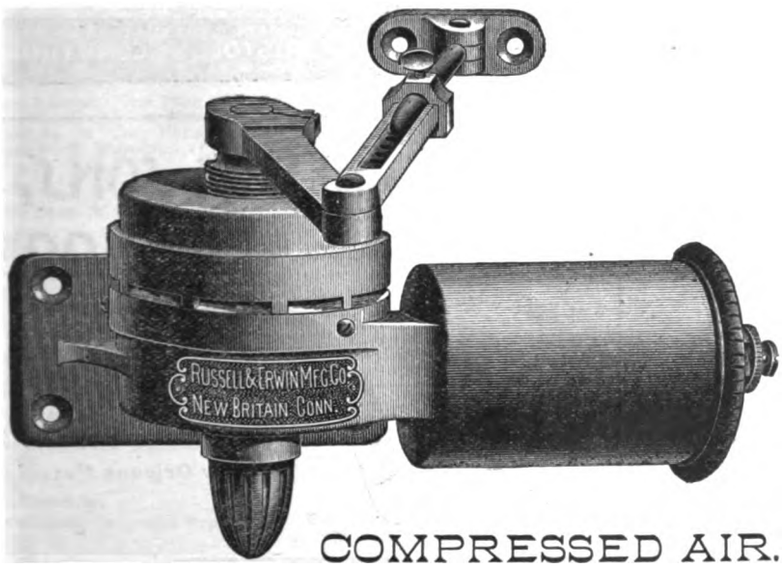
The A. J. Phillips Co., Fenton, Mich.

MANUFACTURERS OF GOOD SCREEN DOORS AND WINDOW SCREENS.

TEMPORA MUTANTUR ET NOS MUTAMUR IN ILLIS.

GUARANTEED TO DO ITS WORK PERFECTLY

COLUMBIA PNEUMATIC DOOR CHECK AND SPRING.



Simple in Construction.
Readily Applied.
Easily Regulated.
Powerful in Action.
Neat in Appearance.

COMPRESSED AIR. NO LEAKAGE.

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Our special aim has been for years to make a little better goods, (stronger and more durable), than any one else for the same money. And we are well satisfied with the results. . . . . Before placing your fall order for butcher knives, carvers and table knives, send for our catalogue and prices. There are no goods on the market better in quality, finish or reputation, and our prices are right.

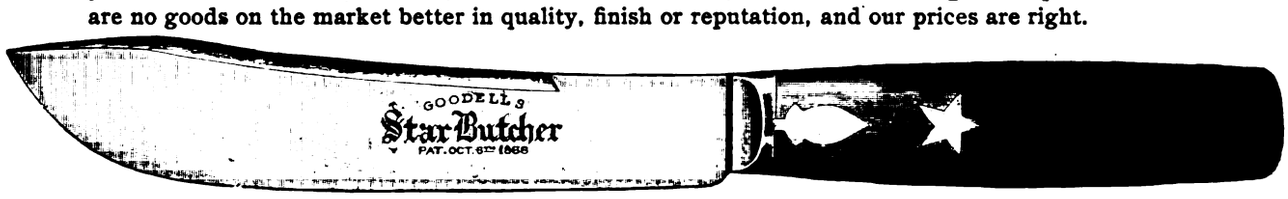


Table Knives and Forks, Carvers, Table and Butcher Steels, Butcher Knives, Boning Knives, Skinning Knives, Sticking Knives, Hunting Knives, Cheese Knives, Butter Spades, Bread Knives, Slicers, Scraping Knives, Cigar Knives, Kitchen Knives, Shoe Knives, Can Openers, &c. . . . . .

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GOODELL COMPANY, - ANTRIM, N. H.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE:
90 Chambers St.

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

Root's Gobbler Sets.



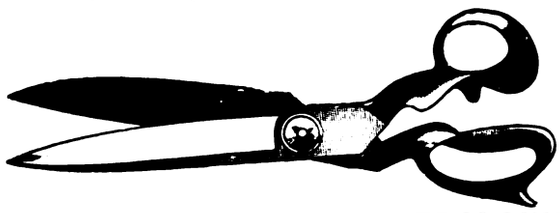
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Every Family Wants One.
Write for Prices.
The ROOT BROS. CO., Plymouth, O.

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MINERS & IMPORTERS.
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DUNBAR BROTHERS
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS
MADE FROM
SHEET STEEL, STEEL, BRASS WIRE
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Best Quality and Finest Finish



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YOU SHOULD HANDLE THOSE MADE BY

J. WISS & SONS, NEWARK, N. J.

We make the Largest line of

Tailor Shears, Trimmers, Barber Shears, Bankers', &c.

WE make a specialty of High Grade Shears suitable for Mill and Factory use. No mechanic can afford to use poor tools. Ours are the BEST in the line, consequently the cheapest. . .

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BUSH HOOKS.

Axe Eye.
Axe Eye Strapped.
2 Ring.
1 Ring with cutter.
New Orleans.



New Orleans Pattern.

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New Jersey Car Spring & Rubber Co., Jersey City, N. J.

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Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

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Reading Hardware Co., Reading, Pa.

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New Jersey Car Spring & Rubber Co., Jersey City, N. J.
See Rubber Belting.

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Underhill, Clinch & Co., New York.

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Coal Screens.
Edward Darby & Sons, Phila., Pa.
Harrington & King Perforating Co., Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper, Perforated.
Harrington & King Perforating Co., Chicago.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouse Scale & Mfg. Co., Chicago.

Countersinks.
Snell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

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Cresting.

E. T. Barnum, Detroit, Mich.

Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F E. Kohler & Co., Canton, Ohio.
Surpless, Dunn & Co., New York.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Goodell Co, Antrim, N. H.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Tuck Mfg Co., Brockton, Mass.
J. Wiss & Sons, Newark, N. J.

Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co, Philadelphia, New York, Brooklyn Chicago.
Troy Nickel Works, Albany, N. Y

Dies.

Ferracute Machine Co. Bridgeton, N. J.
F. E. Myers & Bro., Ashland, Ohio.
E. S. Stiles Press Co., Watertown, N. Y.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

John Chatillon & Sons, New York.
Norton Door Check & Spring Co., Boston, Mass.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
John Toler, Sons & Co., Newark, N. J.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Doors and Shutters, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Drawing Instruments.

Keuffel & Esser Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Detroit Twist Drill Co., Detroit, Mich.
Alfred Field & Co., New York.
Kearney & Foot Co, New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.
J. T. Slocomb & Co., Providence, R. I.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drop Presses.

Miner & Peck Mfg. Co., New Haven Conn.
E. S. Stiles Press Co., Watertown, N. Y.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Dust Beaters.

Planet Mfg. Co., Springfield, Mass.

Dynamos.

W. H. Elliott Electric Co., Cleveland, Ohio.

Electric Hoists.

Chisholm & Moore Mfg. Co., Cleveland, Ohio.

Electric Bells and Supplies.

W. H. Elliott Electric Co., Cleveland, Ohio.
John H. Graham & Co., New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
J. G. Speidel, Reading, Pa.
Storm Mfg Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Elevator Screens and Guards.

Harrington & King Perforating Co., Chicago.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York.

Farming Tools.

Belmont Mfg. Co., South Glastonbury, Conn.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
National Specialty Mfg. Co., Philadelphia, Pa.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

E. T. Barnum, Detroit, Mich.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Nicholson File Co., Providence, R. I.
Sickels & Nutting Co., New York.

Filters.

J. H. Seed, New York.

Fire Escapes.

E. T. Barnum, Detroit, Mich.

Fire Pots.

Merchant & Co, Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

E. T. Barnum, Detroit, Mich.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading Pa.

Fronts for Buildings, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N.Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co, Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Generators.

W. H. Elliott Electric Co., Cleveland, Ohio.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland,

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New Britain, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N.Y.
Ulrich Mfg. Co., Rock Falls, Ill.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.
Ney Mfg. Co., Canton, Ohio.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N Y

Hangers, Door.

Chisholm & Moore Mfg. Co., Cleveland, Ohio.
Cronk Hanger Co., Elmira, N. Y.
Darling, Brown & Sharpe, Providence, R. I.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
F. S. Burrows, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
A. N. Jacob, New York.
F. E. Kohler & Co., Canton, Ohio.
Geo. P. Marks & Co., New Orleans, La.
James F. Martin, Frankford, Philadelphia
National Specialty Mfg. Co., Philadelphia.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Wm. Schollhorn Co., New Haven, Conn
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Ulrich Mfg. Co., Rock Falls, Ill.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hay Racks.

E. T. Barnum, Detroit, Mich.

Heaters.

Edward Miller & Co., Meriden, Conn.
Novelty Mfg. Co, Jackson, Mich.
Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Chisholm & Moore Mfg. Co., Cleveland, Ohio.
Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa
Storm Mfg Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
National Horse Nail Co., Vergennes, Vt.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sicard's Nutting Co., New York.
Snell Mfg Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg & Fdry. Co., South Milwaukee, Wis.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Jail Work.

E. T. Barnum, Detroit, Mich.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Geo. H. Clowes Mfg. Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Lawson Mfg. Co., Milwaukee and Chicago.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Miner & Peck Mfg. Co., New Haven, Ct.
E. T. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mica.

Eugene Munsell & Co., New York and Chicago.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Alder & Boyd, New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.
I. Roife, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Scholhorn Co., New Haven Conn.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works, Albany, N. Y

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Police Equipments.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish.
John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.
E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.
Alder & Boyd, New York.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses.
E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.
Heber Wells, New York.

Protractors.
Brown & Sharpe Mfg. Co., Providence, R. I.

Pruning Shears.
Wm. Schollhorn Co., New Haven, Conn.

Pulleys.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.
Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
Anthony Wayne Mfg. Co., Ft. Wayne, Ind., and St. Louis, Mo.

Punches.
Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Snell Mfg. Co., Fiskdale, Mass.
E. S. Stiles Press Co., Watertown, N. Y.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.
Magnolia Metal Co., New York.

Rails, Barn Door.
Chisholm & Moore Mfg. Co., Cleveland, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.
Enterprise Mfg. Co., Philadelphia.

Rakes.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.
Phillips & Clark Stove Co., Geneva, N. Y.

Rat and Mouse Traps.
See Traps.

Refrigerator Door Fasteners.
P. J. Conroy & Co., Philadelphia.

Reels.
John Sommer's Son, Newark, N. J.

Registers.
Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.
Enterprise Mfg. Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.
Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.
Tower & Lyon, New York.
Union Hardware Co., Torrington Conn., and New York.

Roofing and Roofers' Supplies.
Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Roof Trusses, Iron.
Berlin Iron Bridge Co., East Berlin, Conn.

Rubber Belting.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.
Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Stephens & Co., Riverton, Conn.

Sad Irons.
Enterprise Mfg. Co., Philadelphia

Sand Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.
Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

Saws.
E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Sets.
E. C. Atkins & Co., Indianapolis Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind.

Scales.
John Chatillon & Sons, New York.
Pelouse Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.
James F. Martin, Frankford, Philadelphia.
Underhill, Clinch & Co., New York.

Screens, Perforated Metal.
Harrington & King Perforating Co., Chicago.

Screen Plates, Punched.
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Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.
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Underhill, Clinch & Co., New York.

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Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

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Waterbury Brass Co., New York.

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J. D. Warren Mfg. Co., Chicago.

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Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co..... 4
Adamson, A..... 9
Allerton-Clarke Co.....29
Aluminum Sign & Novelty Co.... 2
American Ring Co.....11
American Shearer Mfg. Co.....44
Ames Sword Co.....48
Anthony Wayne Mfg. Co.....37
Arcade File Works.....29
Arcade Mfg. Co..... 2
Armstrong Mfg. Co.....14
Atlas Bolt & Screw Co 64
Atlas Mfg. Co..... 1
Ausable Horse Nail Co..... 3
Automatic Machine Co.....59

B

Baeder, Adamson & Co..... 5
Barnes, Wallace.....31
Barnett (G. & H.) Co.....64
Barnum, E. T..... 7
Belmont Mfg. Co.....15
Berger Bros Co.....14
Berger, L. D..... 2
Berlin Iron Bridge Co.....17
Bicycle Step Ladder Co.....40
Billings & Spencer Co..... 7
Bissell Carpet Sweeper Co.....43
Boardman (Luther) & Son..... 7
Bommer Bros.....64
Boston & Lockport Block Co..... 5
Brass Goods Mfg. Co.....46
Bridgeport Chain Co.....10
Brown & Sharpe Mfg. Co..... 1
Bruce & Cook.....17
Bryan Mfg. Co..... 4
Burr Mfg. Co..... 2
Burr Mfg. Co.....45

C

Capewell Horse Nail Co.....64
Cary Mfg. Co.....41
Chatillon (John) & Sons..... 6
Chicago Flexible Shaft Co.....42
Chisholm & Moore Mfg. Co.....35
Clark & Cowles.....14
Cleveland Stone Co..... 7
Cleveland Stove Fixture Co.....35
Cleveland Twist Drill Co.....64
Clinton Wire Cloth Co.....63
Clowes (Geo. H.) Mfg. Co.....39
Coates Clipper Mfg. Co.....10
Coburn Trolley Track Mfg. Co.... 4
Codling Mfg. Co.....37
Coes Wrench Co..... 7
Coldwell Lawn Mower Co..... 9
Conroy (P. J.) Co.....40
Cooney, Seiner & Co.....46
Covert Mfg. Co.....37
Cronk Hanger Co.....16
Cushman & Denison.....38

D

Darby (Edward) & Sons 63
Darling, Brown & Sharpe..... 1
Dean Linseed Oil Co.....44
Diamond Hardware Co,..... 7
Disston (Henry) & Sons..... 5
Divine Bros..... 2
Dixon (Jos.) Crucible Co..... 5
Dunbar Bros.....56
Du Pont (E. I.) de Nemours & Co. 3

E

Edgar Mfg. Co. 18
Elliott (W. H.) Electric Co..... 5
Enterprise Mfg Co. of Pa..... 3
Erie Specialty Co..... 2
Estey Wire Works Co 2

F

Ferracute Machine Co.....35
Field (Alfred) & Co.....40
Fitch (W. & E. T.) Co..... 1
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co. 63
Gillespie (Chas. H.) & Sons..... 5
Goldberg, C. H. & E. S.....35
Goodell Bros. Co.....30
Goodell Co.....56
Goshen Sweeper Co.....13
Gould Packing Co..... 35
Graham (John H.) & Co.....41

H

Hardwaremen's Exchange.....44
Hardware Publishing Co.....16
Harmon, S. H.....63
Harrington & King Perforating Co.....64
Harrington & Richardson Arms Co.....48
Hartley & Graham..... 1
Heinisch's (R.) Sons Co.....56
Heller (W. C.) & Co.....14
Holmes & Edwards Silver Co.....39
Holroyd & Co..... 7
Howard Iron Works.....42

I

Ives (H. B.) & Co.....64

J

Jacob, A. N.....37
Jennings (C. E.) & Co..... 1
Johnson's (Iver) Arms & Cycle Works.....32

K

Kearney & Foot Co.....35
Keuffel & Esser Co..... 9
Kilbourne & Jacobs Mfg. Co.....32
Kimball Bros.....14
Kohler (F. E.) & Co..... 9

L

Lancaster Machine & Knife Works.....48
Lane Brothers Co..... 2
Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....28
Lawson Mfg. Co.... 32
Leonhardt & Co..... 3

M

Magnolia Metal Co..... 1
Marks (Geo. P.) & Co.....39
Martin, James F.....41
Mast, John M.....17
McCarty (J. C.) & Co.....10
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S.....18
Miller (Edward) & Co.....39
Miller & Van Winkle..... 1
Miner & Peck Mfg. Co.....64
Morrill, Charles.....13
Munsell (Eugene) & Co.....56
Myers (F. E.) & Bro.....17

N

Nans & Co..... 4
National Horse Nail Co.....10
National Saw Co.....10
National Specialty Mfg. Co.....15
New Departure Bell Co.....39
N. J. Car Spring & Rubber Co..... 1
New Jersey Wire Cloth Co.....61
Ney Mfg. Co.....15
Niagara Paper Mills.....37
Nicholson File Co..... 3
Niles Mfg. Co 3
North Bros. Mfg. Co.....15
Norton Door Check & Spring Co..18
Novelty Mfg. Co.....42
Novelty Mfg. Co.....42

P

Parry Mfg. Co.....15
Peck (A. G.) & Co.....39
Pelouze Scale & Mfg. Co.....33
Pennsylvania Wire Works.....63
Phillips (A. J.) Co... 55
Pike Mfg. Co.....37
Planet Mfg. Co.....37
Plume & Atwood Mfg. Co.....37
Pope Tube Co.....13
Prescott (J. L.) & Co..... 1
Putnam Nail Co..... 11

Q

Quincy Hardware Mfg. Co..... 1

R

Reading Hardware Co.....10
Rodgers (Joseph) & Sons 40
Rogers (Wm.) Mfg. Co.....40
Rolfe, I..... 5
Root Bros. Co.....44
Root Bros. Co.....56
Russell & Erwin Mfg. Co.....55

S

Samson Cordage Works..... 1
Sargent & Co.....57
Schollhorn (Wm.) Co.....40
Sedgwick Machine Works.....14
Seed, J. H..... 4
Seed, J. H.....44
Sheip (Henry H.) & Co..... 14
Sickels & Nutting Co..... 4
Sickels, Preston & Nutting Co.... 4
Silver Mfg. Co..... 9
Slocomb (J. T.) & Co.....10
Smith (W. G.) & Co.....42
Smith & Egge Mfg. Co.....15
Snell Mfg. Co.....46
Sommer's (John) Son.....64
Spatula Publishing Co 33
Speidel, J. G.....14
Standard Tool Co..... 1
Stanley Rule & Level Co.....33
Stanley Works..... 1
Stebbins, Chas. J..... 3
Stephens & Co.....44
Stiles (E. S.) Press Co.....11
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....39
Sudlow, John W.....11
Surpless, Dunn & Co.....63
Sweeney (W. H.) Mfg. Co.....11

T

Taylor's (Geo. F.) Sons.....39
The Scranton & Co..... 1
Toler (John) Sons & Co..... 3
Tower & Lyon.....12
Townsend, C. C. & E. P.....44
Troy Nickel Works.....54
Tuck Mfg. Co.....17
Turner, Vaughn & Taylor Co.....10

U

Ulrich Mfg. Co..... 3
Underhill, Clinch & Co..... 9
Underhill, Clinch & Co.....56
Union Auction Co. 32
Union Hardware Co.....13
Union Metallic Cartridge Co..... 1

V

Van Wagoner & Williams Hdw. Co.....64

W

Warner Elevator Mfg. Co.....14
Warren (J. D.) Mfg. Co.....35
Waterbury Brass Co..... 4
Welch (T. F.) & Co.....63
Wells, Heber.....33
Williamson (C. T.) Wire Novelty Co..... 3
Wiss (J.) & Sons.....36
Wright & Colton Wire Cloth Co.....63

Y

Yale & Towne Mfg. Co.....39

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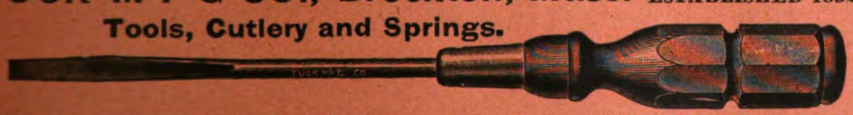
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A Review of the American Hardware Market.

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VOL. XVIII. No. 2. New York, October 25, 1898. $1.00 A YEAR.

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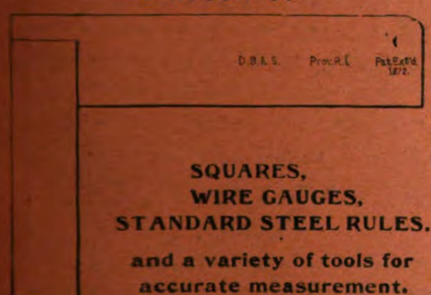
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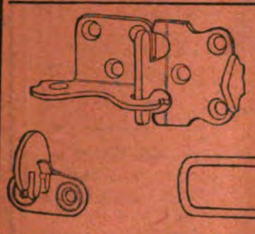
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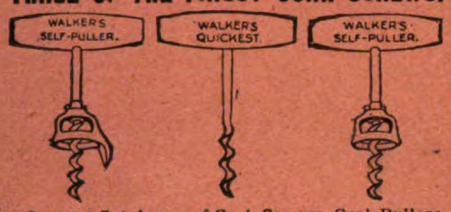
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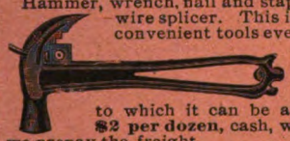
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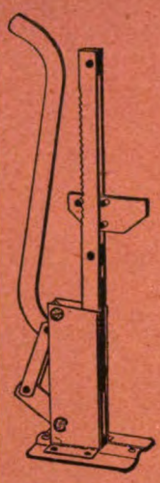
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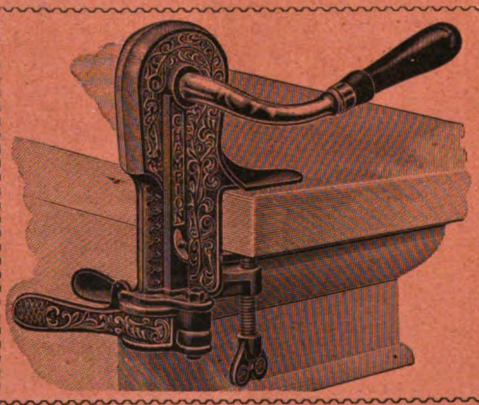
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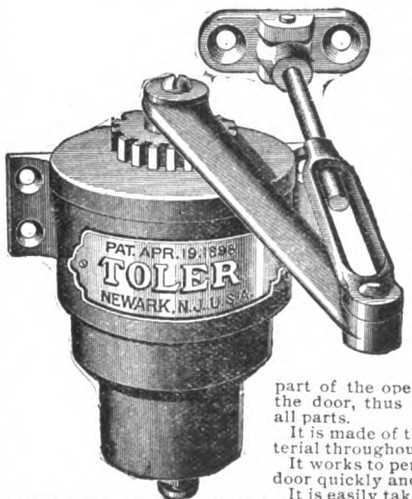
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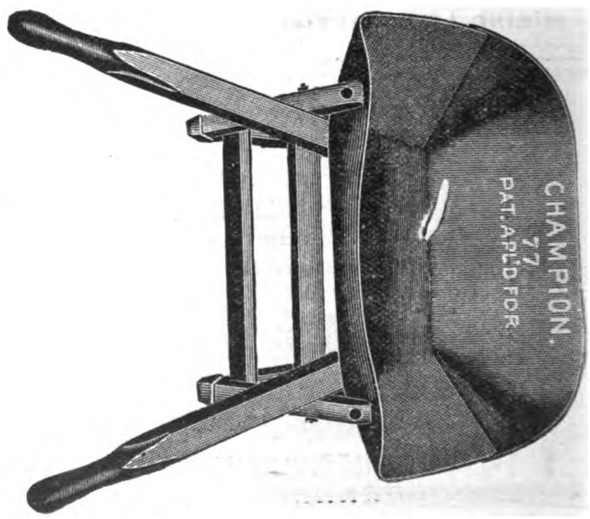
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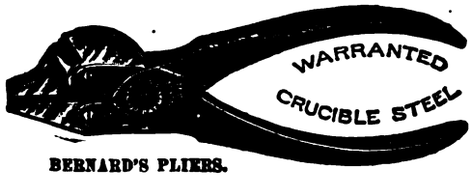
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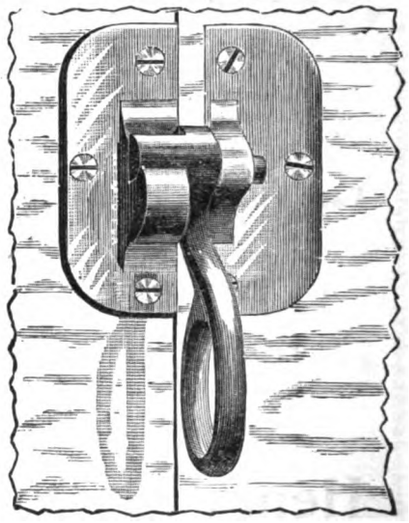
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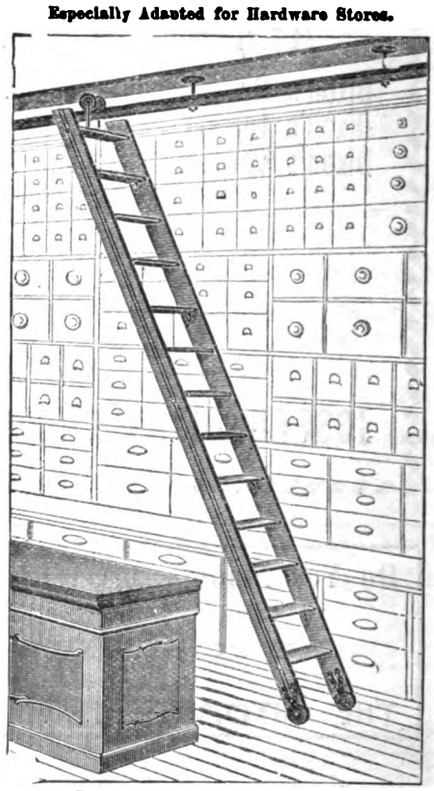
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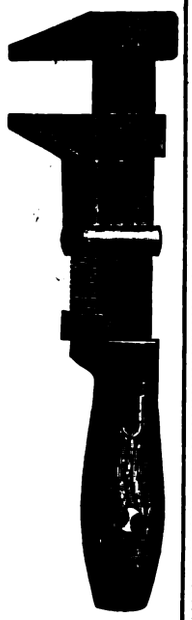
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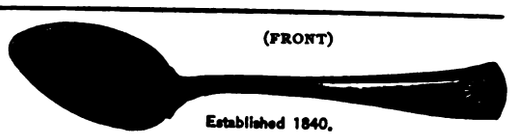
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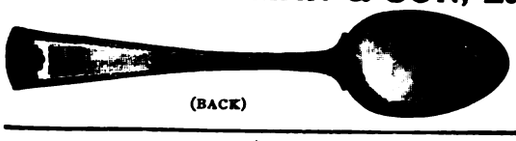
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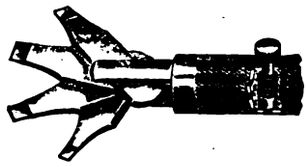
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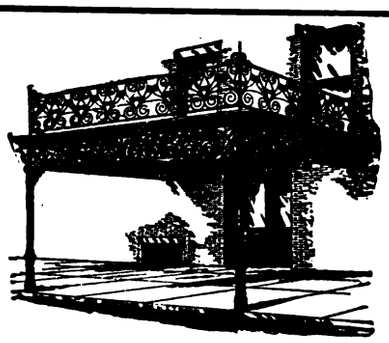
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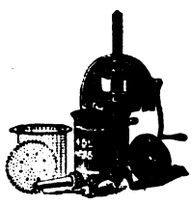
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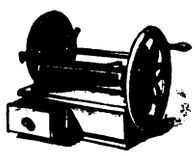
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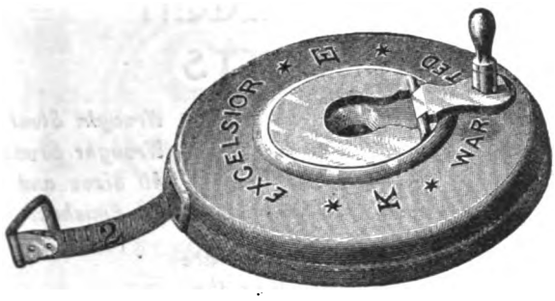
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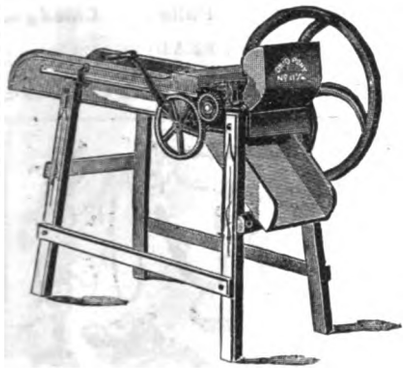
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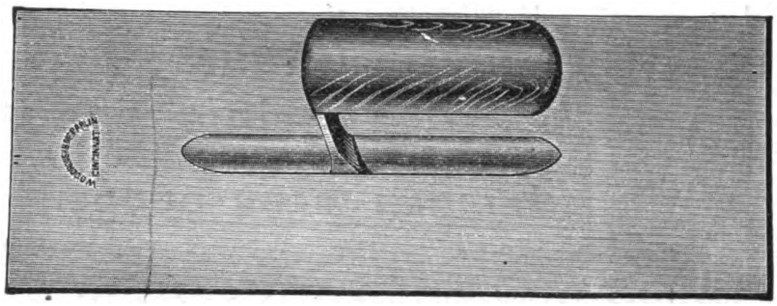


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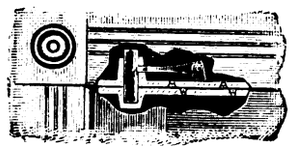
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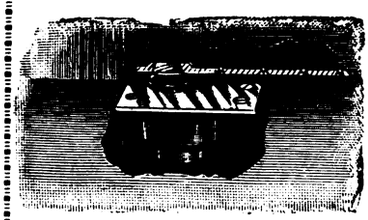
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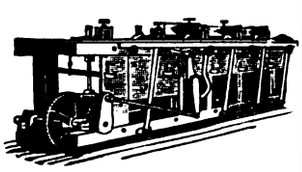
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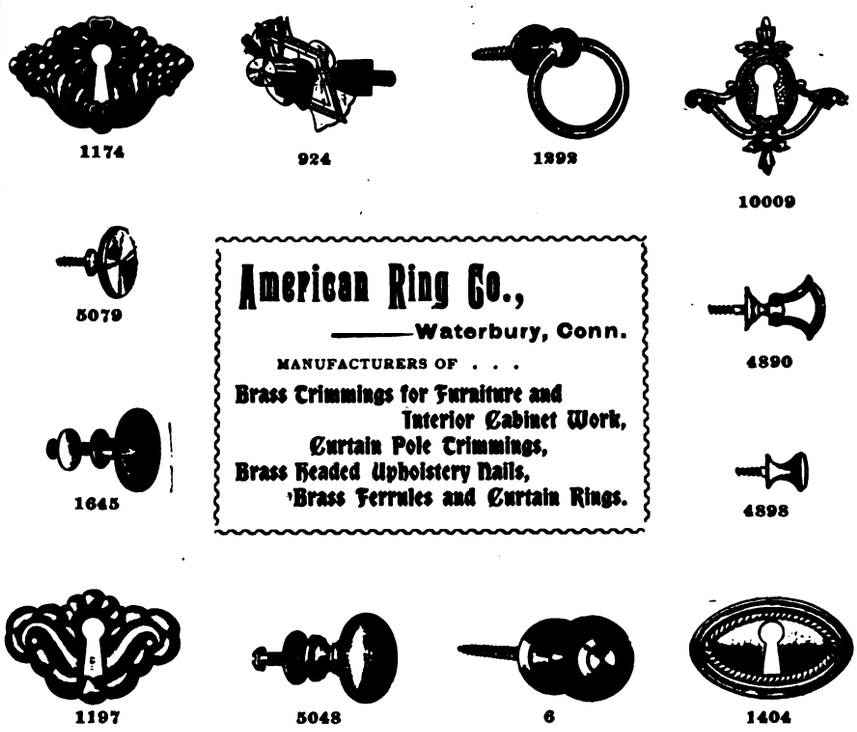
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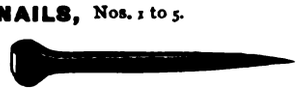
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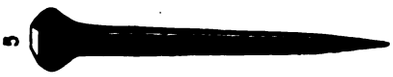
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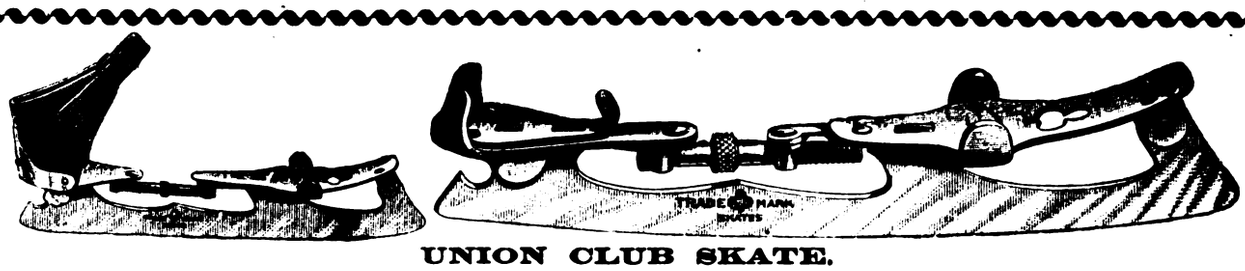
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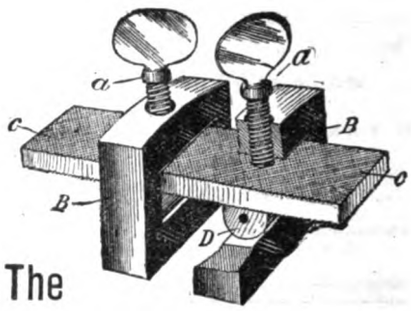


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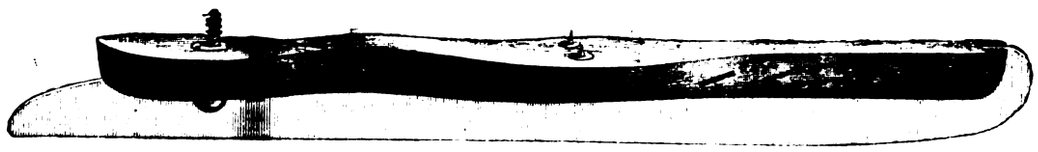




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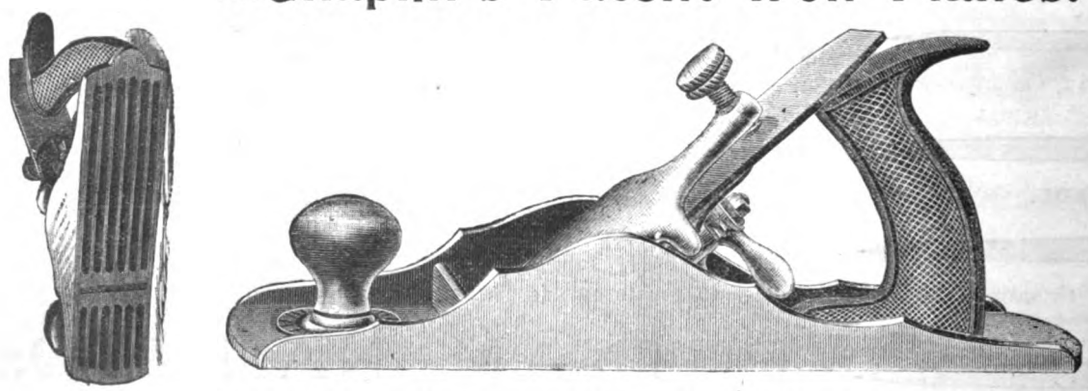
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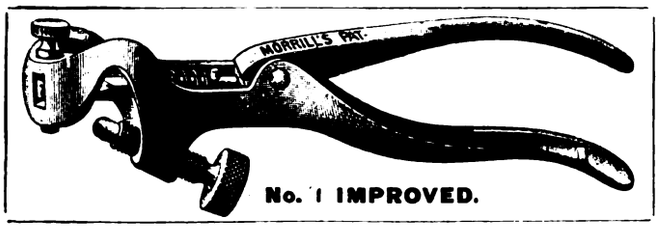
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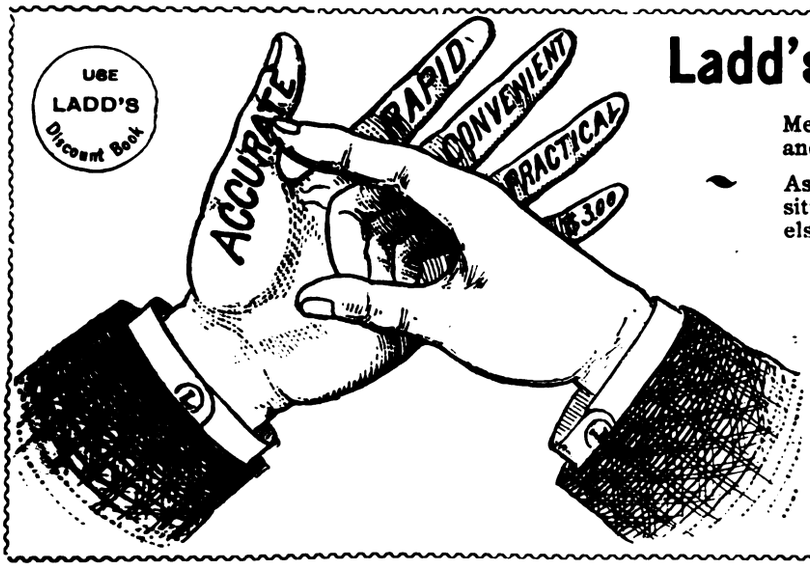
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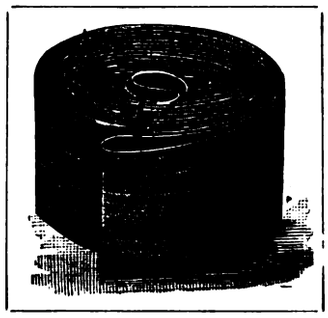
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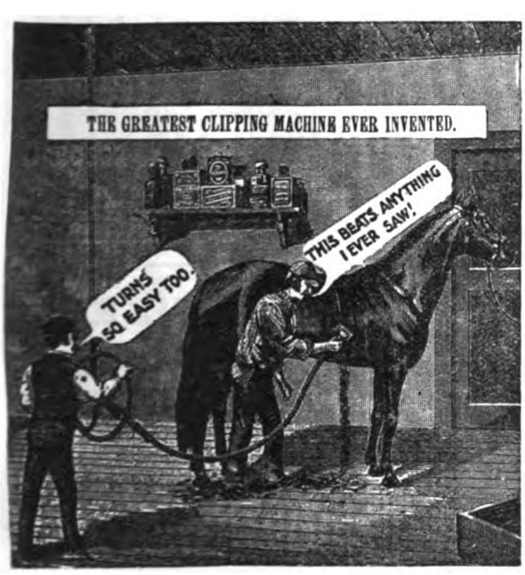
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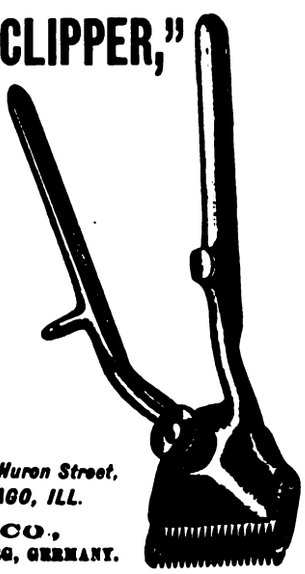
Patented in United States, Canada, England, France, Germany and Russia. All records were broken with this Clipper by clipping a horse complete in 14 minutes. Weight of machine only 35 pounds. All Hardwaremen can sell them in place of the old fashioned two-hand Clippers. Get posted.

TOILET CLIPPERS.

There are all kinds, but if you want a Clipper with a "REPUTATION" INSIST on the "Stewart Patent." They will cost you no more than the "inferior kind." All parts are absolutely interchangeable. Clippers stamped with our name is a guarantee of quality. Send for Catalogue of Modern Clippers.

Eastern customers can obtain machines, knives, parts, etc., from our New York Office, No. 97 Chambers Street.

We also have at the above address a complete repair and grinding department with an expert grinder from the factory in charge



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HAMMACHER, DELIUS & CO.,

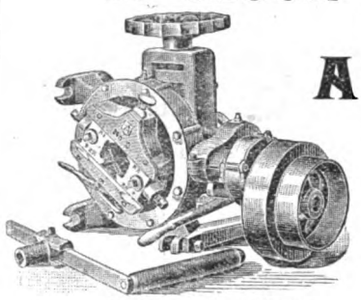
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ARMSTRONG



No. 0. Threading Machine, Power Attachment.

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

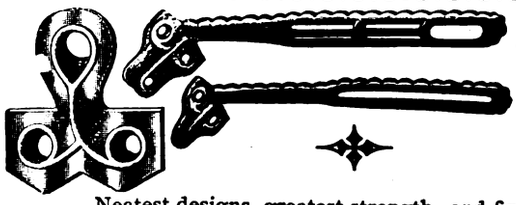
Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

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ARE GUARANTEED TO BE AS BRANDED

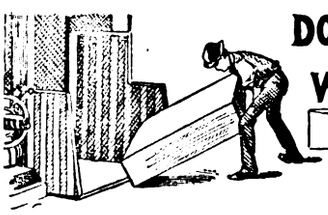
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Manufacturers of

Solder, Babbitt Metal, Stereotype, Linotype Metal, Etc., Etc.



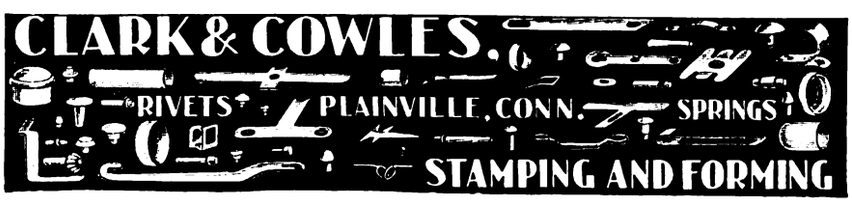
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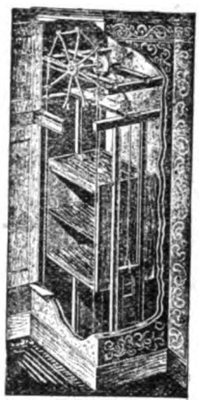
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AUTOMATIC LOCK.
Holds the Load Firmly at Any Point.

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Improved Quick and Easy Rising Steam, Electric and Hand Power

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Send for Circulars.

Kimball Bros. Council Bluffs, Ia.

No. 1013 Ninth Street.

Dumb Waiters..... that don't keep you waiting.

Simple; smooth-running; noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

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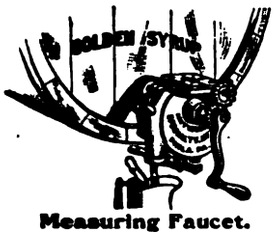


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We Make Faucets

That measure a pint, a quart or a gallon accurately. A Barrel Drainer that adjusts automatically to fit in the bunghole. No bung borers needed and no molasses wasted. Coffee, Spice and Drug Mills that grind as you like it. Draw Cut Tobacco Cutters that do not squeeze through, but cut with ease. Our goods are second to none. All are fully warranted. Send for Catalogue to

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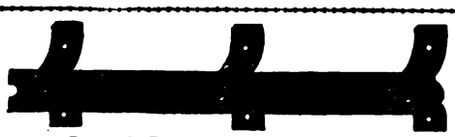


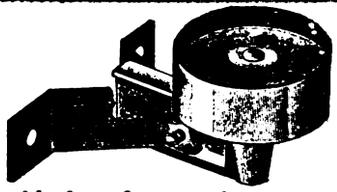
No. 3 Mill.



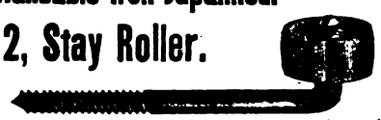
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Other Tools are Very Good Tools

But **"YANKEE" TOOLS** Are Better.



"YANKEE" RATCHET SCREW DRIVER, 2, 3, 4, 5, 6, 8, 10, 12 Inches.

ASK YOUR JOBBER ABOUT THEM. Descriptive Circulars to be had of

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LARGEST AND MOST COMPLETE BUGGY FACTORY ON EARTH WRITE FOR PRICES AND CATALOGUE





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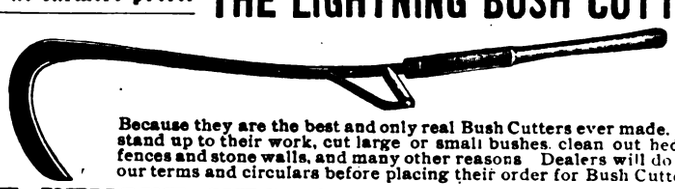


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. . . HEARTILY RECOMMEND "HARDWARE."

E. T. Barnum, Detroit, Mich. [*Wire Goods*]: We heartily recommend HARDWARE to those desirous of reaching the largest number of dealers.

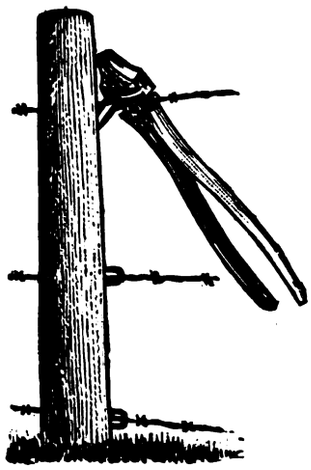
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Because they are the best and only real Bush Cutters ever made. They can stand up to their work, cut large or small bushes, clean out hedges along fences and stone walls, and many other reasons. Dealers will do well to get our terms and circulars before placing their order for Bush Cutters.

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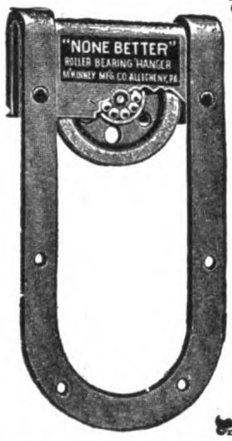
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THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

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STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

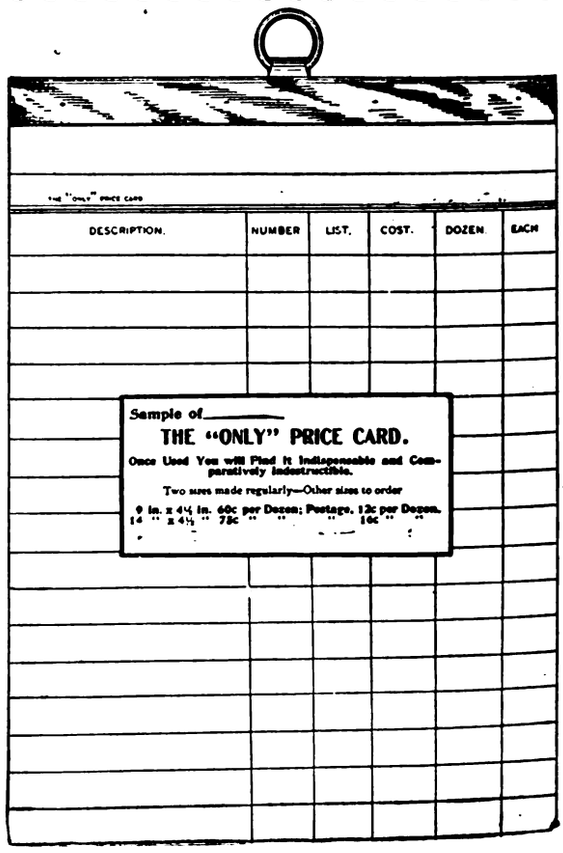
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On orders over 6 dozen a *discount of 25 per cent.* from list will be made. . . . . .
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HARDWARE PUBLISHING CO., No. 143 CHAMBERS STREET, NEW YORK CITY.

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HAY CARRIERS, FORKS, PULLEYS &c.



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OUR CATALOGUE

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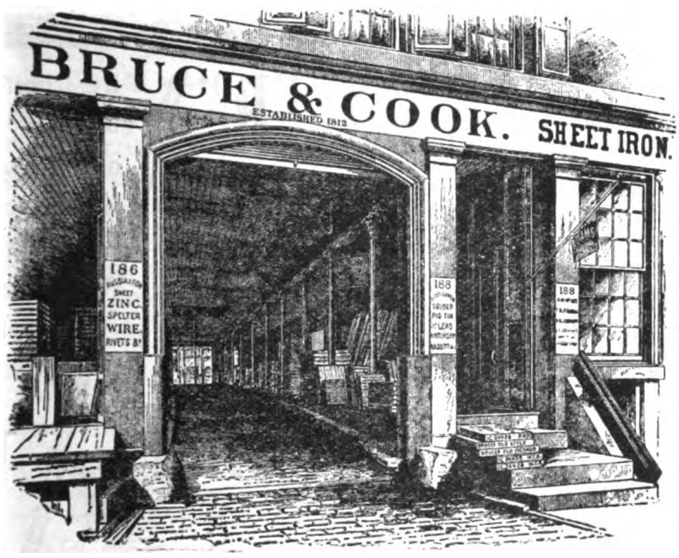
THE BERLIN IRON BRIDGE CO.
EAST BERLIN, CONN.

BRUCE & COOK,

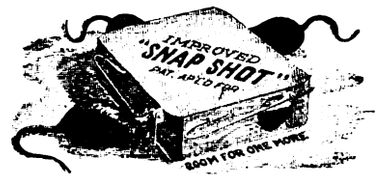
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We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



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Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
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Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
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Pat. March 8, '98. Other pats. applied for.

STRONG. SIMPLE. BEST MOUSETRAP.
EASY TO BAIT. SELF-SETTING.
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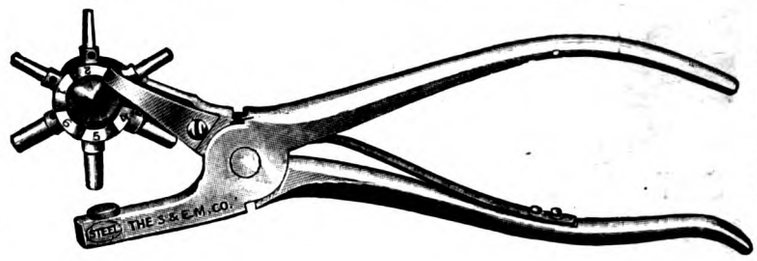
Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of



Cycle Wrenches, Belt Punches, Padlocks, Toe Clips, Coasters.



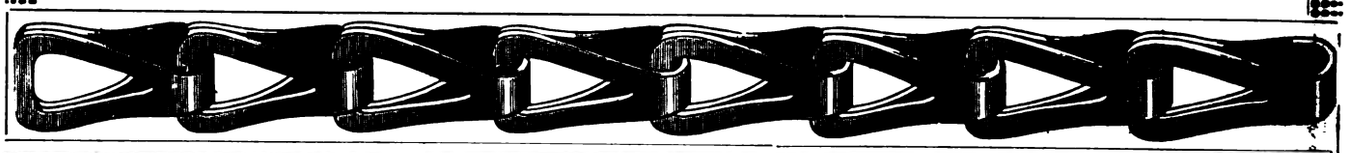
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EDGAR CHOCOLATE GRATER.

A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



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The EDGAR CHOCOLATE GRATER.

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Retails for 25 cents and pays a good profit.

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"PIONEER" FIFTY POINT CARBON STEEL TUBING

The uniformity obtained from our process of manufacture is especially desirable for bicycle purposes.

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No Specially Prepared Samples.

THE POPE TUBE CO.,
HARTFORD, CONN.

"Pioneers" in Correct Composition.

We should be pleased to quote you discounts on application. Send for printed matter.

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HARDWARE

VOL. XVIII. OCTOBER 25, 1898. NO. 2.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.
FRED A. CATON, - - Asst. Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

Business during the fortnight just passed has been extremely moderate in the Southern section of the country, the prevalence of yellow fever in many localities having a deterrent influence on prosperous conditions. The fatalities connected with the spread of the disease have been of a more limited number than the fever stricken inhabitants could have anticipated, and the approach of colder weather will soon make a livelier business appear among the possibilities.

The extremely genial weather we have lately been favored with, has not created the demand for such goods as are considered seasonable for the holiday trade, or wintry requirements generally; the West has been favored with a greater show of colder conditions than the East, and they are consequently deriving a greater impetus to their daily traffic. The slowness of the business in many lines this fall has made competition very close, and the fear of a lower range of net profits on the season's trade than the amount of business done should warrant, has had the effect of more hustling than usual to increase the volume of business sufficiently to make up for it.

When comparisons are made with the amount of business done a year ago, much consolation will be given to both manufacturers and dealers to notice how the natural trend toward a better condition of affairs generally is manifested by increased sales for each month, a cleaner distribution of stocks in hand, the prospect of healthy stock requirements before another season has to be provided, and the thousand and one indications easily understood by the merchant, that at last we can face the future with less of the feeling of fear and despondency than has been the case for several years

It has been indeed a long time since such sanguine hopes have so completely filled the breasts of those who are responsible for the industrial prosperity of our country; and while every evidence of a prosperous future is apparent on every hand, it is gratifying to notice no grasping cupidity endeavors to stifle, by advancing prices, this healthy movement and general good feeling. The few things that have been advanced in price, such as stove boards, gas-pipe and some others, have arisen from causes which made low prices at the outset stimulate orders so largely that complete and full deliveries were impossible through inability to make the goods, advancing quotations being relied upon to check fresh orders, while stocks already in process of being delivered were further advanced.

The market continues firm in existing quotations on nails, wire, cordage and other leading staples, and this has a beneficial tendency in preventing any positively depleted stocks. The expanding of our export trade and the satisfaction that this knowledge gives the manufacturer, will do more to regulate prices and keep them uniformly steady, than almost any other single cause. The fear of an over-stock in production of goods now demanded by our trade situation with foreign countries, will prevent the panicky fear some producers experience when a dullness in demand creates a factory supply that looks formidable to the pay roll provider, suggesting as it usually does, the necessity for some concession in order to move it. With a healthy export trade providing an outlet of no small dimensions, this apprehension ceases to be of importance.

The Trade Letters of "Hardware."

The reader of *Hardware* who does not give careful attention to our trade letters from the leading Hardware houses of the country, is missing some very good things. In every case, these correspondents are practical Hardwaremen, who have full personal knowledge whereof they speak; and the value of their statements is attested by the reputation of the companies whose names are attached. These letters are something more than mere dry details of the prices and conditions holding for the moment in the territory from which they emanate. They go deeper than the surface of things, and each takes on a special value from the frame of mind or mood of thought dominating the writer at the moment of composition. Many bright and sparkling things are found in these letters. The writers have travelled, observed, thought, and commented, through many years of successful business life, and have collated facts and collected choice theories, which are freely poured forth twice each month, for the benefit of the readers of *Hardware*. Each man knows his own territory from A to Z, and every business movement set going therein, is discovered at the start, traced to its causes, and fully understood as to possible results. This gives a value to these recorded observations, that could have been secured in no other way.

Every section of the country is covered. The man in Kansas City casts his eyes over the wind-blown reaches of Kansas, and across the fertile fields of Missouri, and with a pen full of humor—with a touch of cynicism at times—sizes up the situation neatly, and tells the world where the great Southwest "is at."

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Down from the Hub comes an even and serious voice telling us that New England holds her own, and that the balance of trade is not against classic Boston. (People must drive nails, and use wheelbarrows, even in the Athens of America.) The Central West is represented by the scholarly philosophy and thoughtful political economy which Cleveland utters in so clear a voice; and the playful humor and sharp sarcasim which have made famous the correspondent at Columbus. The South speaks through those busy B's—Baltimore and Birmingham—in no uncertain voice; the rattling gossip of the one, off-setting admirably the somewhat serious philosophy of the other. The letters from Iowa are read with interest and attention wherever *Hardware* goes; and if Davenport is short of facts, it has the imagination of a novelist, and the fancy of a poet, to fall back upon. And who would know how stands the business of the world, were it not for those models of choice diction from Philadelphia?

These cities are only a few from the many. Who is not pleased to hear from Omaha, Minneapolis, Chicago, and St. Paul? From Buffalo, Pittsburgh, Toledo, Denver, Portland, Albany, and Manchester? Who has not read the graphite—we mean graphic—letters from Jersey City? To merely name these cities is to recall choice and polished essays with a business theme; sermons, not from stones but from iron and steel; skits that would be a credit to Mark Twain; jabs at the follies and fool fancies of men; eulogies of good business methods and honest dealings; obituaries of things that have passed, and left the world better for their passing.

These letters are of value to the trade in many ways; add to the gaiety of nations; show the world that our business men are alive; and place *Hardware* under lasting obligations to the gentlemen whose friendship and patriotic interest have made them possible.

The Coming Cycle Season.

The large number of bicycle companies who have successfully reached the end of the present season without being caught on the rocks of financial stringency and bankrupting competition, are busy at the present time endeavoring to form some plans by which business may be done next year, and dividends predicated.

There is a strong probability that the highest list prices prevailing in the bicycle market for the coming season, even for the best known goods, will be, for single wheels, $50; chainless, $75, and tandems, $75. At these prices there is but little doubt the future is full of promise for such makers as have this year found it difficult to market their product at list prices established a year ago, without disrupting all their organized methods, by working up cut prices through some department stores.

The large department stores will surely be forced to stick to their former manner of handling these goods, that of selling "bargains" only. The $14.99 bicycle will still find purchasers among the reckless and inexperienced, and the grade of wheels that can be sold at prices represented by this minimum quotation, will make buyers of people who, after they have become fairly expert, will demand safer, better known and more expensive mounts, but the day for calling any wheel "a regular $100 wheel" will be found to have passed beyond recall.

Already, wheels having an established reputation for excellence, are announced at list prices for 1899, as low as $40; and the fact that similar wheels, under other highly esteemed name-plates, have been sold by department stores as low as $25, will not militate to their disadvantage, provided a more reliable class of agents is selected to distribute the 1899 product. The factories that have been making up phenomenal outputs to be sold at any and all prices, will be noted as being more conservative in their views, as the former plan was unproductive of a sufficient net profit. They will now be found soliciting the Hardware dealers in the leading cities of the country, and a better class of agents could not well be selected than these would prove for bicycles having a name and reputation, which would merit the pushing endorsement of this well established industry, so substantially backed by capital and experience.

The bicycle manufacturer on the verge of being pushed to the wall, who can throw together a large lot of material into a semblance of wheels of repute, will still find a friend in the department store buyer to whom price is everything and reputation of small account; but the product of the ambitious maker, proud of the fame resulting from continuous advertising and the making of meritorious cycles, will find responsible agents who will sell first-class cycles only, at a moderate profit, and manifest a proper degree of pride in a reputation which "is not for a day, but for all time."

Politics usually interfere with business, but this year business seems to be booming along in the good old way, without much reference to political conditions. This is a hopeful sign. It shows that things will in all probability hum after election.

They Got Their Man.

The Iowa Retail Hardware Dealers Association has proved once more the fact that benefits of a direct business character can be secured by organizations of this character. A circular was issued by the Association calling attention to the fact that a man was systematically working a "check racket" through Iowa. As a result of this circular, the offender was apprehended at Iowa City, but not until he had worked his little game in Sioux City, Council Bluffs, Iowa Falls, and elsewhere. The secretary of the Association, H. A. Cole, states that the Association will see that the offender serves more than one term in the penitentiary, in order to protect the Hardware trade of the United States against his dangerous methods. Mr. Cole continues as follows: "What makes him a dangerous and successful confidence man is the fact that he looks, acts and talks just like an old farmer, and is the last person in the world that any one would take for a confidence man."

The story of his capture at Iowa City, was that Lienty & Thomas, after reading the warning sent out by the Iowa Retail Hardware Dealers' Association, immediately telephoned, as per instructions, to the furniture stores of the town, and by one o'clock that day one of the furniture men brought in a stove dealer who had been worked by a man answering his discription, that morning. Before night he had been apprehended at the railroad station where he had purchased a ticket for Cedar Rapids, and has practically admitted his guilt.

Was it of the plumber who makes an appointment to mend that leak and does not show up, of whom Tennyson's maiden sang: "He cometh not, she said."

HARDWARE'S "Prices Current" are reliable.

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HARDWARE NOTES BY THE WAY.

Editor Hardware: Retail associations of national scope are the order of the day. They will be the feature of the near future. Probably the first organization of this kind will be found among the retail druggists of the United States, a class of merchants who are supposed to lead in thought and action, on account of the intelligent element which it embraces. The Hardware dealers ought to be a close second in this undertaking, for their interests are fully as large, if not larger, than those of the retail druggists. They likewise comprise an element of superior intelligence; the very nature of the business would suggest a keen acumen. Then, modern conditions and exigencies have imposed problems affecting every Hardware dealer alike, and whose solution for mutual good is no longer possible under mere local consideration. These questions might be advantageously considered at a full-delegated national convention.

Could there be any commercial interest more powerful than a National Retail Hardware Dealers' Association? Who would dare to defy its resolutions, manufacturer, jobber, trust, legislative body, in an appeal for equity? But it would seem superfluous to eliminate even the fundamental reasons why such an organization should exist. Every dealer knows them best himself. They are too obtrusive to be ignored. Through the wholesome advice published in *Hardware*, much enthusiasm has already been engendered. All it needs now is good organizing talent. It goes without saying that the movement towards a national amalgamation should go out from the seats where local organizations already exist. These once *en rapport*, the evolutionary details will shape themselves.

DISPENSING WITH TRAVELERS.

A large Western distributor recently sent out circulars to the wholesalers of three States containing the interrogation: "Suppose we came to a general agreement to dispense with the services of our traveling salesmen, placing our business upon a mail, telegraph and telephone order basis, each house employing a general route agent who would give his personal attention to our customers at stated intervals during the year, would such an arrangement, in your opinion, solve the question?"

The correspondence resulting from this inquiry would fill a good-sized tome, and would be interesting reading. A cursory examination of the suggestions offered convinced me, however, that the question of the traveling salesman is as intricate as ever, and not one out of the entire number of respondents would take the initiative in abolishing the road salesman. Thus, the whole result in a nutshell may be put in the following words: We would like to do away with the traveling salesman, but can't afford it, and we could not trust our competitors nor ourselves in the carrying out of so useful a plan.

Thus, one of the most momentous problems of modern commerce has again come to grief. So far, I know of but one house which has reduced its traveling force from fifteen to five, with equitable results. This house has practically placed its business upon a mail-telegraph-telephone basis, and is now intent upon relieving the remaining five salesmen of their duties. But it is essentially a specialty rather than a general Hardware house, but this achievement is nevertheless remarkable.

ATTRACTING BUSINESS.

Here is a novel ad.: "We do not sell goods upon the guarantee of the manufacturer, or upon their merit, so-called, of which probably you nor we know enough to fully meet our views. But we sell goods on our commercial morality, upon which our business is founded. Thus, if we were to sell you unsatisfactory goods, it would be equivalent to knocking the props from under us. Do you now realize that, by dealing with us, you are in safe hands?"

Schemes to further the sale of goods are generally to be disapproved. But schemes to attract the public to your store and make yourself talked about in a pleasant way, are within the scope of even the conservative Hardware dealer. A Chicago dealer of the strictest respectability has made such a scheme feasible in the following feature: In a window were dumped an incongruous lot of nails, making in itself an interesting display. To every one who made a correct or approximately correct guess of the number of nails in each box, or of each variety, was given a household article representing a value of no less than $5, or more than $25, the choice to be left to the successful contestant.

"Playing Poker," was a sign in large letters in the window. These are magnetic words to the average American. The crowd of men in front of the windows proved it. Stepping nearer, I discovered an individual costumed as a juggler. He was seated on a stove, and there were stoves all around him. His face was as black as the ace of spades; his costume represented card figures. The chips were probably represented by the round stove pieces piled up. There was no money in sight, but a card announced that a clean-profit jack pot could be bought with every stove. And the juggler continued to grin pleasantly and give a juggling exhibition in stove pokers.

Moving figures are a popular spectacular feature, and a Hardware clerk put it to good account. The toy season is soon to open, and so this bright pupil of the modern art of window dressing, secured a lot of automaton toys representing animal and human figures, and other phenomena of the now-you-see-me-and-now-you-don't-see-me variety. He employed an electrician to assist him in properly arranging the figures so that there would be no mix-up in the programme. After several nocturnal rehearsals behind the curtain, the show ran smoothly enough to allow of its being announced in the newspapers. It proved the biggest feature of the town, especially for young America, and its advertising value may easily be imagined.

"MADE IN AMERICA."

A dealer in a Southwestern town sent a card to the editor in which he tried to demonstrate that "commercial patriotism" should be the order of the day, and in order to give American manufacturers a full scope at home before even an attempt could be considered to effect similar conditions abroad, every American dealer should place the motto, "Made in America, by Americans, for Americans" and "Good enough for all the World," before any other consideration. Said dealer runs an ad. in the town paper from which the following excerpt is made: "I handle goods, made in Germany, but I don't like to. I handle goods, made in England, but I don't like to. I handle goods, made in America, and these are the goods I like to sell. If the public had the same likes and dislikes, the commercial patriotism of our nation would be a thing in fact, not fiction."

No one fears the outcome of '98. It will be one of the biggest business years since '92. The disgruntled ones

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will be those whose energies have not carried them far enough into the fray of competition. No one need expect a full measure of success to-day who has not laid down his mite at the altar of sacrifice. Perseverance is the highest priced virtue of modern commerce.

From an ad.: "Things these post-bellum times are rather uninteresting. The newspapers gall one with politics. To gain a complacent mood, turn your thoughts to your home. Spend your leisure there. Our handy house tools will help you. We have a full line, enabling you to pleasantly employ your leisure and save all unnecessary repair bills."

Snow and ice tools may now be pushed to advantage. Sell early if you desire to sell largely. Rather sell cheap early in the season than late in the season. The public and trade are now generally intent upon providing for the needs of the winter season. Fructify that intent by interesting it. A drive in snow shovels now will be a much better success than next March. Try by actual comparison, and you will agree.

A Western Hardware dealer specializes door checks and springs. He even employs solicitors who handle this specialty exclusively. They are mechanics in their way, affixing new springs and checks and regulating old.

Cleveland, O., October, 1898. J. B. Rindfleisch.

Death of James L. Work.

A formal announcement is made by James A. Farless, secretary of the New England Hardware Dealers Association, of the death of the treasurer, James L. Work, who passed away at his residence in Medford, Mass., on Monday, October 10th. Mr. Work was fifty-three years of age at the time of his death. He was born in Topsham, Maine, on April 11, 1845. In early life he entered the Hardware business in Boston, and was later admitted to the firm of J. W. Vinal & Co., now located in Dock square. In 1868 he made Boston his home, and five years later he took up his residence in Medford, where he had resided since.

A meeting of the wholesale and retail Hardware dealers of Boston was held on Saturday, October 15th, for the purpose of taking action in regard to the death of Mr. Work. Anthony S. Morss acted as chairman, and James A. Farless as secretary. The following resolutions were unanimously adopted:

Whereas, The members of the wholesale and retail hardware trade of Boston learn with exceeding regret of the death of their late esteemed associate, James L. Work, be it

Resolved, That we hereby express our heartfelt sorrow at this dispensation of Providence which has removed from our number one who was greatly beloved and respected by all of us.

Resolved, That our late brother had endeared himself to us by many years of business activity during which his unfailing courtesy and his sterling integrity made it a pleasure and a privilege to be associated with him, and that his memory will be gratefully cherished by all.

Resolved, That our heartfelt sympathy be extended to his widow in this hour of her bereavement.

Resolved, That a copy of these resolutions be sent to Mrs. Work.

Wm. Schollhorn & Co.'s Announcement.

In a notice to the trade, the Wm. Schollhorn Co., of New Haven, Conn., make the following announcement: "Having sold our scissors and shear business to the National Shear Co., New York City, we would kindly request you to forward your orders and correspondence for such goods to the above named company. The closing out of the scissors and shear departments of our business will in no manner affect, only favorably, our other lines of manufacture (pliers, tools and Hardware specialties), which we are constantly increasing as rapidly as can be accomplished."

Make Your Own Signs.

Most retail merchants do not realize how easy it is to acquire considerable skill in the art of making attractive card signs for placing on their counters and in their windows. With a proper outfit, which costs but a very little money, the average clerk can learn in an hour's time enough about this sort of work to render the services of a professional sign painter entirely unnecessary. That attractive little card signs, often changed and ingeniously placed, are most excellent advertisements, and add much to the prosperity of the merchant using them, is self-evident.

The instruments necessary for the making of these store guide posts are pens, brushes, inks and Bristol board. But all these have to be of a special kind made purposely for this kind of work. Most Hardware dealers do not know



where to buy them, and even if they did they would have to send to many different places for them, and pay separately for them much more than that for which it is possible to sell them when all are collected into an outfit.

This work has been done by the Spatula Publishing Co., No. 8A Oliver Street, Boston, whose object was to get together an outfit for this work that should contain everything necessary for the making of a large variety of store-card signs, and which should not cost the retailer as a whole, including the faintly ruled Bristol board, delivered anywhere in the United States, more than $2.50.

This is the only outfit of this kind that has been offered to the trade, and its usefulness will quickly be demonstrated to any one who purchases it. The outfit is enumerated and illustrated in their advertisement.

The New Chicago '98 Clipper.

T. J. Clark, secretary and treasurer of the Chicago Flexible Shaft Co., Nos. 158 and 160 Huron Street, Chicago, is at present in New York for the purpose of extending the trade distribution of their product among the leading owners of fine horses in this community. One of the first important changes that followed his advent, was a reduction in the price of their most popular machine, the "New Chicago '98," from $12.75 to $8 75 each, placing it at once within the reach of almost every horse owner in the country. Recent methods of manufacturing have so economized the cost of production, the company were enabled to take this step, believing the low price would open up a large trade in sections never before fully attended to. The result of so doing has been of the most gratifying character, as the machine is sold even at this low price, under a guarantee for two years. The Allerton-Clarke Co., Nos. 97 Chambers and 79 Reade Streets, are the New York agents for the Chicago Flexible Shaft Co.

Theodore Roosevelt, the Republican candidate for Governor of New York, has many attractive qualities, among which may be mentioned a glistening set of good, sound teeth. A little girl in Brooklyn, who saw him smile when being introduced to an audience the other evening, turned to her mother, and whispered excitedly, "Oh, see that man staring at us with his teeth!"

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English Hardware Associations.

The movement in the direction of organization within the Hardware trade, which has been so successfully carried forward in America, has passed onward with great momentum, and is being felt with power upon the English shores.

Reference has been heretofore made to the movement toward a Hardware Club in London. Further steps in that direction are being taken. At a recent meeting of the council of the National Hardware Association held in London, the principal topic discussed was this proposed club. A report was made by Thomas Coates, the secretary, to the effect that he had issued a number of circulars on the subject, and had received in reply a large number of letters from leading members of the trade, both in London and in the provinces. These letters showed that the feeling in favor of the establishment of such an organization was almost unanimous, as out of a total of sixty firms who answered, only one or two were in opposition to the project. The record of the Hardware Club of New York was placed before the council, and proved to be an incentive toward definite action. It was decided that a further circular should be issued on the subject of inviting suggestions as to the financial basis on which the club should be founded. The secretary was instructed to write to the Royal Metal Trades Pension Society, and the Hardware Musical Association, asking that the matter should be brought before their members, in order to secure an expression of opinion. The secretary was also instructed to write to the trade journals of the United Kingdom, asking their aid in the movement.

An association is in existence in Birmingham known as the Birmingham & District Petroleum & Hardware Dealers' Association. At a recent meeting, rules were adopted to the effect that all members of the oil and Hardware trades in Birmingham and district, were eligible for membership, whether engaged in the wholesale or retail trade. The objects of the association were declared to be as follows: "The objects of the association are to promote the welfare of the trade and to induce members of the trade to become more united, and to act together to watch over the interests of the trade as effected by legislation or other external influences, and also to endeavor to obtain the selling of petroleum at a uniform retail price."

It was decided that the minimum subscription for retailers should be 2s 6d per annum, and for wholesalers 5s per annum.

There has recently been formed an association at Huddersfield, known as the Huddersfield Ironmongers Association.

An association known as the Scarborough Ironmongers Association has also been formed in the town named, composed of retail and wholesale ironmongers.

These various movements show that the Hardware Association in England, as in the United States, has come to stay.

Hardware Dealers and Wheels.

Hardware is not alone in its belief that the bicycle is eventually to be handled, except in rare cases, by the established Hardware dealers. The logic of the situation demands it. There is much evidence in support of the statement that others are coming to view the matter in the same light. In a late issue of the *Wheel*, one of the leading organs of the bicycle trade, we find an interview with a manufacturer, who unhesitatingly takes the position we have so long maintained. The questions and his answers run in this wise:

"But the exclusive dealer——"

"——Is a goner. I mean the one-store, small-capital man."

"Where will the thing end?

"Bicycles will be sold by people who will handle them as a side line. They will be content with very small profits."

"What class of people?"

"Hardware dealers, I think."

This dealer has indeed thought to a good purpose.

Chicago Retail Hardware Dealers Association.

The Hardware dealers of Chicago have come together and formed the Chicago Retail Hardware Dealers' Association, which is practically an expansion of the Hardware Dealers' Association of the northwest side of that city, which has been in existence for some years. The meeting was held some days since, at which the above action was taken, and the officers of the parent organization were continued until next January as officers of the new, as follows:

President, Theodor Krueger, No. 139 Milwaukee Avenue.

Vice-President, Fred Kurtz, No. 1061 West Madison Street.

Secretary, E. Goettsche, No. 1049 Milwaukee Avenue.

Financial Secretary, John Hora, No. 661 Milwaukee Avenue.

Treasurer, J. L. Smith, No. 752 West North Avenue.

Charles W. Emery.

A recent issue of the St. Joseph (Mo.) *Daily News*, has the following pleasant words in regard to a gentleman who is very favorably known in the Hardware trade: Charles W. Emery, who has been in charge of the salesmen's department of the Wyeth Hardware & Mfg. Co. of this city since its organization, has resigned the position. Since the time Mr. Emery has been in charge of the department the travelers have been increased from twenty to thirty. Mr. Emery's warmest friends are the salesmen who have co-operated with him and assisted in building up their trade, and who will not soon forget his indefatigable labor in their behalf, as well as for the company. He has demonstrated to the business men of St. Joseph who have had an opportunity of coming in touch with the affairs of that department, that he is an expert. Mr. Emery has been in the employ of the company twelve years, beginning in 1887 as a traveling salesman in southwestern Kansas and western Missouri.

The Pastime Lawn Mower and Trimmer.

This mower which has been on the market for the past two seasons, has met with universal favor, but on account of the high price at which it was held, has prevented many from feeling they could afford such a luxury. The manufacturers have decided to reduce the price for the season of 1899, in order to make it more popular, and be within the reach of any one desiring a good combined mower and trimmer. Its features are principally being able to trim within one-quarter of an inch of any object, and the facility with which it can be sharpened by the user with an ordinary file. The manufacturers, the Pastime Lawn Mower Co., of Detroit, Mich., will be glad to quote prices on application.

New Members of the Hardware Club.

At the regular meeting of the board of governors of the Hardware Club of New York, held on October 13th, the following gentlemen were unanimously elected to membership in the club:

Selden Bacon, Tribune Building.

Bradford Merrill, Pulitzer Building.

Vincent S. Mulford, No. 192 Broadway.

A tombstone always has a good word for a man when he's down.—*Exchange.*

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Howard-Allard Spiral Screw Driver.

Voigt, Starr & Co., No. 67 Reade street, New York, have been appointed sole agents for the sale of the important line of spiral clutch and triple-bit screwdrivers, manufactured by F. A. Howard, Belfast, Maine, known under the names of the "Jones Patent Reversible Spiral," which will be found represented in their advertisement on page 34B, and the "Howard-Allard," of which we give an illustration herewith (Fig. 1), showing it either closed or extended. It is claimed by the manufacturers of these screw drivers that the blades are made of the finest steel and tempered with great care, so they will not crumble or turn. They are warranted throughout. The Howard-Allard screwdriver, represented in the cuts, may be used as a spiral, ratchet or ordinary screw driver, whereby if it is found that a screw cannot be driven to its place by use of the spiral, it is readily done by using it as a ratchet or ordinary screwdriver. It is provided with three bits nicely finished, of different sizes to enable the operator to select one to fit any size screw he may wish to use. These bits can be instantly interchanged and secured in the clutch provided for the purpose. The knurled nut of the clutch is made of steel and the socket of steel, as is also the spindle which is provided with four spiral grooves, which are cut deep and have square sides, and which nicely fit corresponding grooves in the extra long nut through which it passes into the handle. This gives it several times the bearing surface to wear usually found in this class of tools, which have fewer spiral grooves and shorter nuts. The handle is made of thoroughly seasoned hard wood, nicely finished. The whole tool is not only attractive, but also very strong and durable. It is made in two sizes, Nos. A1 and A2, each with three bits, each screwdriver being packed in a strong wooden box.

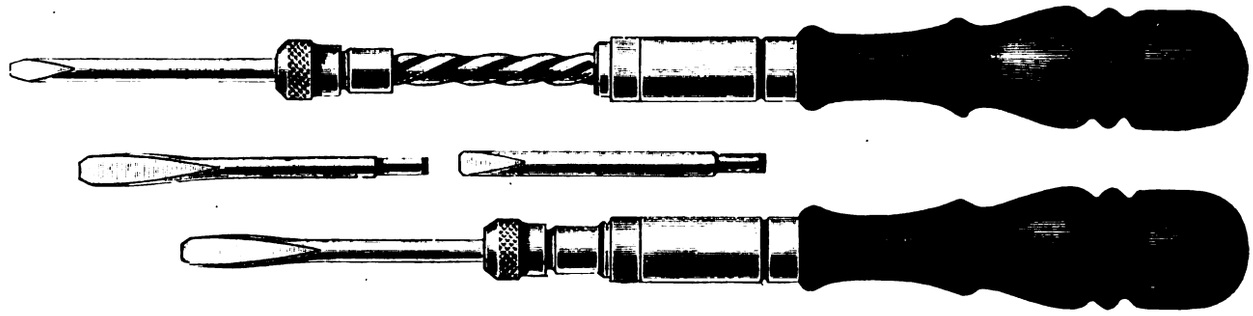


FIG. 1.

A lower priced spiral screwdriver called the "Electric" is also included in the assortment, which in many respects is a vast improvement over screwdrivers intended to be marketed at same price. We give herewith an illustration of the same (Fig. 2). It is made in two sizes, Nos. 02 and 01, the length of each when closed being respectively 8½ and 11½ inches. Full particulars regarding these screwdrivers will be forwarded upon request to the New York agents.

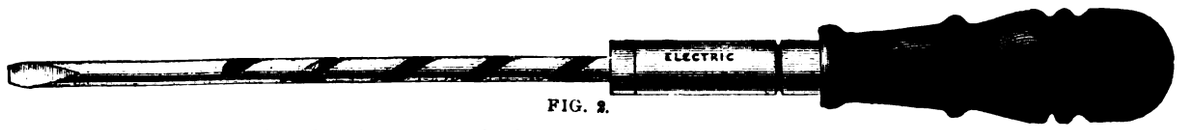


FIG. 2.

Iver Johnson's Arms and Cycle Works.

William H. Cole will on November 1 resign from his position as manager of the New York office of Iver Johnson's Arms & Cycle Works, his interests with his former firm of Tower & Lyon making it desirable he should return to his original field of labor in order to relieve his partner, Mr. Tower, from the constant care and attention which the details of their aggressive business make necessary. The office of the Iver Johnson's Arms & Cycle Works will be continued at the present address, No. 99 Chambers street, although the new manager has not as yet been assigned to the place. While the cycle business of this company for the year has been more largely in advance than any previous season, the strike now in progress at the works has handicapped later deliveries to some extent. It is the intention of the company to add cycles having 30 inch wheels, and also a superior cycle of the chainless variety to their line for 1899. The fire arms division of their production has enjoyed a phenomenal business during the year, and orders in process of fulfilment even at the present time are so liberal, prompt deliveries on later specifications would be difficult to obtain.

Makers of Agricultural Implements.

The first convention of the National Association of Agricultural Implement & Vehicle Manufacturers of the United States held east of Chicago was held at Philadelphia, October 19, 20 and 21.

This was the fifth convention of the organization, which has met twice in Chicago and once each in Nashville and in Detroit. The members are makers of agricultural implements, wagons and carriages. Among the most prominent of the manufacturers present were: W. H. Parlin, president, Canton, Ill.; O. D. Frary, secretary, Chicago; W. A. Merrifield, vice president, Freeport, Ill.; H. C. Staver, chairman of executive committee, Chicago; Charles H. Deere, Moline, Ill.; J. H. Bradley, Bradley, Ill.; H. W. Conger, Milwaukee; Colonel J. B. Morrison, Fort Madison, Ia.; F. E. Myers, Ashland, O.; H. A. Carnah, Canton, O.; Colonel G. Watson French, Davenport, Ia.; John W. Good, Moline, Ill.; E. G. Hoble, Batavia, Ill.; W. W. Collier, Detroit; W. T. Lewis, Racine, Wis.; H. K. Walcott, Batavia, Ill.; S. B. Lafferty, Davenport; U. G. Orendorff, Canton, Ill.; W. R. Wooden, Battle Creek, Mich.; J. M. Metcalf, Omaha; Oliver Stitus, Shortsville, N. Y.; Frank Bateman, Grenloch, N. J.

Two-thirds of all the letters which pass through the post-offices of the world are written by and sent to people who speak English. Only one-quarter of these people, it is said, use English as their native tongue. The curious circumstance is explained by reason of the fact that commercial intercourse is largely in English, even among those who do not speak the language as their native tongue.—*Ironmongers' Chronicle.*

There was a little man,
And he had a little gun,

And his bullets were made of
Lead, lead, lead;

And his name was Uncle Sam,
And he didn't care a—clam,

How many little Spaniards
Were shot dead, dead!

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RECENT TRADE PUBLICATIONS.

The Cleveland Rubber Works of the Mechanical Rubber Co., Cleveland, Ohio, have issued a remarkably artistic and attractive catalogue, illustrating and describing the extensive lines manufactured by them. How extensive these are, may be learned from the fact that three closely printed pages are devoted to an index alone. The work contains 120 pages, is compactly put together, and well bound; printed in colors; contains a highly artistic frontispiece, and on the back cover there is a view of the extensive works of this concern at Cleveland. A large number of illustrations are scattered through the work, and as heavily calendered paper is used, these are all brought out in excellent and artistic shape. A description of the Cleveland Rubber Works is given, with further information as to shipping facilities, the manufacture of rubber belting, etc. In a note of introduction the company say: "This business was established in 1872. The present management has directed the business from the beginning. The ripe experience gained during these years has been instrumental in bringing our factory up to its present high standard. Many steps of advancement have marked the manufacture of rubber goods. The Cleveland Rubber Works has always been in the very front of this advancement. In addi tion to mechanical goods of every description, we also manufacture a complete line of druggists' sundries and clothing. The needs of customers have always been carefully studied. Not alone present requirements, but our attention has often been directed toward the extension of the field of usefulness for rubber goods. These efforts have opened new lines, requiring added facilities. No expendi ture of either time or money has been spared in prosecuting investigation and experiments. These efforts have been appreciated by the trade general'y, and have established for us a reputation as leaders in our line of business. The tendency to cheapen rubber goods by the use of inferior materials below a point of safety, has become almost universal. We make goods as cheaply as possible. When quality is given proper consideration, our goods will compare favorably with those of any other factory in the world There is a point in price and quality below which we refuse to go. Our success has been attained by making good goods at a reasonable price. Our past success has been achieved by the methods above suggested. They will characterize our future efforts."

The Woodruff Hardware Co., Knoxville, Tenn., have forwarded us their gun and ammunition catalogue No. 2 for 1898–'99, which contains a descriptive price list of the large line of breech-loading shotguns, revolvers, ammunition, etc., handled by them. The catalogue is very thoroughly illustrated, and on the front cover is a photograph of their large establishment at Knoxville. A look through these pages is sufficient to stir the heart and excite the envy of any sportsman, or anyone to whom a gun, especially at this season of the year, means something of practical and effective value. There is nothing in the way of sporting goods which is not found illustrated and described herein. The catalogue is a credit to the house by which it is published.

The Matthai, Ingram Co., of Baltimore, have certainly condensed a great deal of information into a moderate space. Their recent catalogue of sheet metal goods for the present season, is a neat, handsome and compact volume of 250 pages and more, printed upon very good paper, and finely bound, but of a size which enables it to be used with ease, and kept upon the desk for instant reference. It measures only 8x5 inches, but is sufficiently large to permit the illustrations to show up in first-class shape. The publication contains a number of views of their establishments in Baltimore, New York and elsewhere, interior views of their salesrooms, telegraph code, etc. Four pages of fine print are used for the index alone. Each article shown is accompanied by full description. The work is divided into sections as follows: Section No. 1, Grey Stone Enameled Ware; Section No. 2, Stamped Ware, Plain and Re-Tinned; Section No. 3, Pieced Tinware, I C Heavy Polish, Old Time Embossed; Section No. 4, Galvanized and Black Iron Ware; Section No. 5, Japaned Tin Ware; Section No. 6, Tinners' Trimmings and Supplies. In a note to the trade, the company say: "In compiling this revised edition of our catalogue, we have retained the comprehensive manner of illustrating and describing the various lines of sheet metal ware manufactured by us. Our greatly increased facilities, both as regards the extent of our works, as well as the addition of the latest and most improved machinery, enables us to supply the wants of all classes and meet the requirement of any section of this country, as well as that of the export trade."

We have received from J. B. Kessler & Son, Clayton, Mich., their very valuable publication entitled "100 Ads. for One Dollar," prepared by Burton R. Kessler, the well-known writer and designer of advertising. A great deal of care, and not a small amount of genius, have been displayed in the preparation of these one hundred advertisements, all of which are intended for practical use by local Hardwaremen, in their home publications. In other words, by the payment of one dollar, the Hardwareman in any section of the country can receive one hundred advertisements set up in attractive shape, applicable to his own business, and ready to be inserted in the home publications, by simply the addition of his name and address. The retailer who does not avail himself of this opportunity to get an immense amount of experience aud knowledge for a small sum, has missed one of the opportunities of his business life.

The W. Bingham Co., Cleveland, Ohio, are sending their friends a handsome little monograph, in which the establishment is permitted, by use of a camera, to speak for itself. It is a series of photographic reproductions of their large store in Cleveland, showing in various photographs the general office, the president's corner, the buyer's office, sales department and photographs of some of the older employees. We miss the attractive countenance of Hon. William Bingham, the head of the house; the genial H. S. Blossom, the executive head, and other well-known men of the younger generation, who assist in keeping this great house in the conspicuous position which it has occupied for so many years. This publication seems to have been suggested by the excursion of the Wholesale Merchants' Board of the Cleveland Chamber of Commerce, on October 4–7, 1898.

F. E. Kohler & Co., Canton, Ohio, the well-known manufacturers of Hardware specialties, have issued a catalogue in which one finds shown in excellent form, those famous and long known articles which have made the name of this company known in any part of the world where post holes are dug, lawns are raked and corn is planted. Among

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these articles are their curry combs, hog ringers, lawn sprinklers, pruning shears, snow shovels, garden trowels, weeding hoes, etc., etc. Unlike some catalogues, each article is thoroughly described in every detail as to use, size, price, etc., and the reader knows as much about goods after an inspection of this work as he would after a visit to their factory. This catalogue will be sent on application.

The Iowa Farming Tool Co., of Fort Madison, Iowa, have issued a very handsome catalogue for the season of 1899, illustrating and describing their well-known lines of farm and garden tools. This is handsomely bound in colors, contains over one hundred pages, is printed in brown and blue, and upon paper of a quality that brings the illustrations out in a very attractive manner. A view is shown of their workshops and warehouses, twenty-three in number, which constantly employ from 200 to 225 hands.

We have received from Farwell, Ozmun, Kirk & Co., St. Paul, Minn., their large illustrated fall catalogue of silverplated ware, cutlery and clocks. This publication is especially adapted for the fall trade of 1898, and contains over one hundred pages, filled with illustrations and descriptions of about everything that can be conceived of in the line mentioned.

The Skinner Chuck Co., New Britain, Conn., have issued an illustrated 1898 catalogue of their Skinner Chucks, including their lathe chucks, drill chucks, trainer chucks, etc. It is illustrated with sizes and prices.

Bissell's Christmas Offers.

The Bissell Carpet Sweeper Co., ever mindful of the increasing popularity of the Bissell Carpet Sweepers, and being desirous of further stimulating the interest on the part of the dealers in their favorite brands of sweepers, are issuing to their customers a very comprehensive circular letter setting forth their Christmas offers for this year, in which they call attention to the unqualified holiday inducements for their cash prize offer, emphasizing again their reduced prices, and calling attention to the fine finishes of their extra high grade sweepers, also calling attention to their latest effort in carpet sweepers, the "American Queen," which, they say, for an acceptable Christmas gift cannot be surpassed.

All of these features are brought out very strongly in the circular letter that is now being circulated among the customers of the Bissell Co; likewise, impressing upon their customers the importance of placing at once, orders for their holiday wants. The factories of the Bissell Co. for the next eight weeks will be crowded to their utmost capacity. Their trade during the present fall season has exceeded that of any other in the history of their business.

We would advise readers to write the Bissell Co. for full detailed information concerning this Christmas offer if they have not already received it; also, to get their Christmas order blanks, which set forth very clearly the special inducements that this company are offering. The offer is as follows:

"To stimulate our customers to push the sale of our goods to the fullest extent during the holiday season, we offer the following cash prizes for the best advertisement of Bissell's 'Cyco' Bearing Carpet Sweepers,—newspapers containing these advertisements to be mailed so as to reach us not later than January 10th, 1899:

First Prize	$50.00
Second Prize	35.00
Third Prize	15.00
Fourth Prize	15.00
Fifth Prize	10.00
Sixth Prize	8.00
Seventh Prize	7.00

"Most dealers have regular newspaper space, hence this competition will cost them extra.

"In properly advertising our goods you cannot fail to largely increase your sales on carpet sweepers; besides you will stand a good chance of winning a liberal cash prize. We will furnish you gratis attractive cuts that will draw the attention of the reading public to your advertisements and business, thus benefiting you in a general way. We call your attention to the attractive series of electrotypes shown herewith, which we shall be pleased to furnish you for use in your newspaper space, and in conclusion, we trust you will see the advantage to be gained in making a strong push on Bissell Sweepers during the holiday season. Yours truly,

BISSELL CARPET SWEEPER CO.

Grand Rapids, Mich., November 1, 1898.

Following are the conditions governing Bissell's cash prize offer:

1st. Only customers of the Bissell Carpet Sweeper Co., are eligible to this competition. 2d. All advertisements in this competition must dwell upon the merits of Bissell's "Cyco" Bearing Carpet Sweepers, and their desirability as Christmas gifts 3d. Newspapers containing competitive advertisements must be mailed so as to reach us not later than January 10, 1899. 4th. There is no limit in this competition to the number of advertisements from one dealer. 5th. Competitive advertisements must appear between the dates of November 1, 1898, and January 10, 1899. 6th. Advertisements will be passed upon and prizes awarded by a committee of advertising experts, selected from an advertising agency of national reputation, and prizes will be paid as soon as possible after January 10, 1899. 7th. A copy of the successful advertisements will be sent to all who enter this competition.

Death of Newall W. Belcher.

In the death of Newall W. Belcher, at the age of 55, at his summer residence in Bayside, Warwick, Providence, R. I. lost a citizen well known in business circles. Mr. Belcher was the third son of Joseph and Hannah Belcher. He was born in Providence, where he was educated in the public schools. After completing his high school course he entered the Hardware business with his brothers Leander C. and Joseph, who did business under the name of Belcher Bros. He became a member of the firm, as also of the firm's successors, Belcher Bros. & Co. and Belcher & Loomis. When the Belcher & Loomis Hardware Co. became a corporation the deceased became a stockholder and silent partner, though he no longer engaged in active business. He was well-known in business circles and had many friends and admirers. He was a member of the F. L. I. Veteran Association.

In a recent issue of *Hardware* we made mention of a new Hardware store at No. 1,388 Fifth Avenue, New York, and regret to say that the name of the proprietor was incorrectly given. This name should have been E. H. Barrett. We are advised that Mr. Barrett is doing a nice business, and his years of experience in the Hardware business enable him to give the people good goods at a right price. He has been for the past seven years with Smith, Lyon & Field, New York, and for the past four years their traveling salesman. We wish him success in his new enterprise, and he will appreciate catalogues, circulars, etc. He carries a line of builders' and general Hardware, wood and willow ware, crockery, glassware, brushes, etc.

"What's the matter with Holland? I hear he's laid up."

"Yes; he bought his wife a chafing dish a couple of weeks ago."

"But surely that isn't responsible for his illness. Why, that fellow can eat anything!"

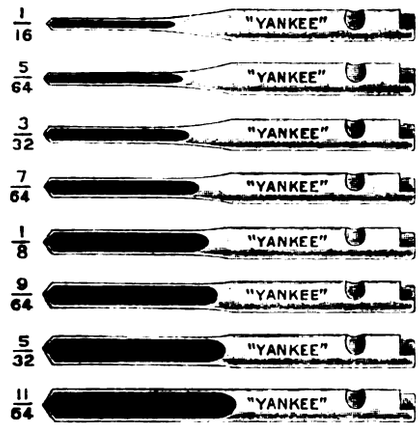
"Oh, it wasn't anything that he ate. She hit him over the head with it."—*New York World.*

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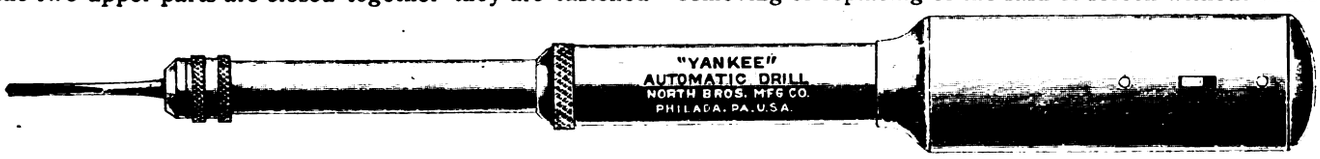
NEW GOODS AND SPECIALTIES.

"Yankee" Automatic Drill.

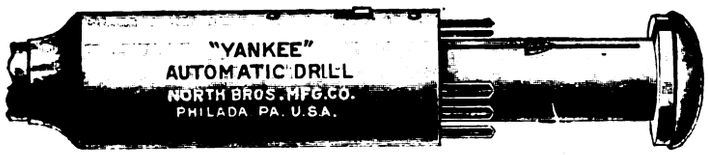
The North Bros. Mfg. Co., Philadelphia, Pa , are placing upon the market the new "Yankee" Automatic Drill, No.



40, illustrated herewith. In describing the same, they point out the fact it embodies improvements over those now in the market in the Magazine for Drills. This is found in the handle and reached by pushing the catch toward the top of the tool, which causes the interior of the handle to move upward, showing all the drills in plain sight as in the illustration, and so they can be readily removed. This enables the user to quickly select the drill required. When the two upper parts are closed together they are fastened



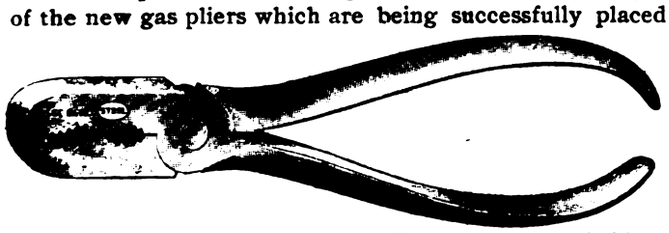
automatically and held firmly in place. "The chuck is of new design, is stronger and will last longer than any now used in such tools. To insert the drill the sleeve of the chuck is turned to the left, the drill inserted and the sleeve let go. If the sleeve does not return to its place, push on drill and turn in chuck until it does. In hard or tough woods this drill can be operated as a ratchet. The tool is made of brass, nickel plated and finely finished. The material and workmanship throughout are of the best. Eight



drills are furnished with each tool, one each 1-16, 5-64, 3-32, 7-64, ⅛, 9-64, 5-32, 11-64 inch, shown full size in cut. The entire length of tool, inclusive of drill, as in illustration, is 10¼ inches. Packed one in strong paper box. Net prices quoted on application."

Smith & Egge's Gas Pliers.

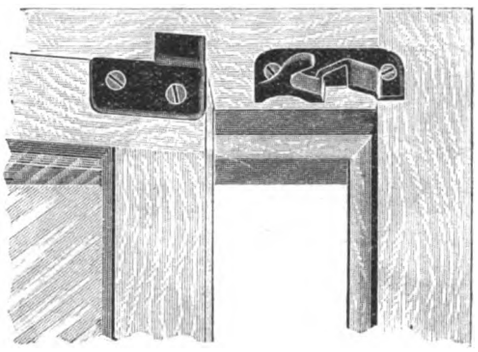
We take pleasure in showing in this connection a sample of the new gas pliers which are being successfully placed



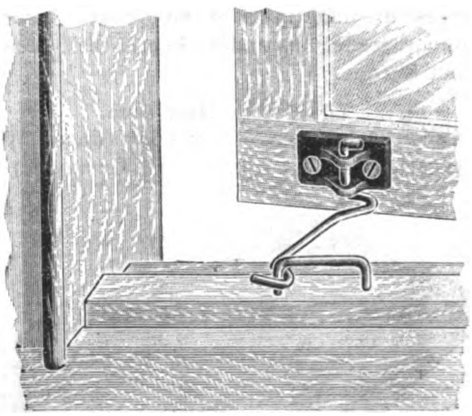
upon the market by the Smith & Egge Mfg. Co., Bridgeport, Conn. It will be noticed that these pliers have a new easy working joint, which, the manufacturers point out, is an improvement over "all gas pliers now on the market." These are made in 5, 6 and 7 inch sizes, and all are made of the best steel forgings, carefully hardened and finely polished. The high standing of this company is a guarantee that these goods are first-class in every respect. The manufacturers will be pleased to furnish prices and discounts on application.

Magic Sash and Screen Hanger.

The Whaley-Dwyer Co., Nos. 108–114 South Robert Street, St. Paul, Minn., are placing upon the market the



Magic Sash and Screen Hanger and Fastener shown herewith. This is described as an article which permits of the removing or replacing of the sash or screen without bother or inconvenience, and this may be done from the inside of the window. It is described by the manufacturers as "simple and durable, practical and economical." The manufacturers further say: "The sockets have lugs or hinges, which prevent the sash from falling out of position when inserting or detaching, which is done by simply holding at the proper angle and pushing upward, or the reverse action. Made of malleable iron, enameled finish. The patent fastening or ventilating rods on either side



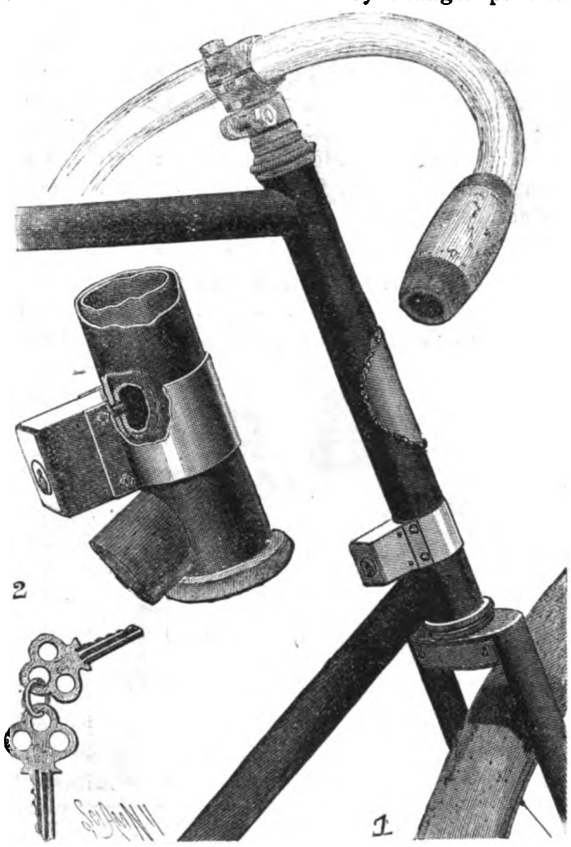
allow of opening sash for purposes of airing room or washing window, and when same is closed or drawn in they lock securely through staple on inside, and lay snug against same. Nickel-plated finish."

The "Sentinel" Bicycle Lock.

The above named article is an ingenious Bicycle Lock being successfully placed upon the market by the Yale &

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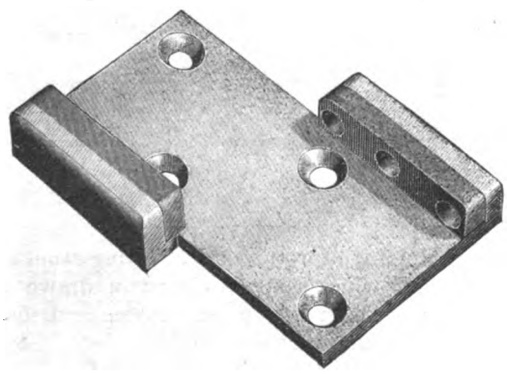
Towne Mfg. Co., Stamford, Conn., with New York office at No. 9 Murray Street. It is permanently fastened to the steering-head of a bicycle, and holds the front wheel at an angle to the frame, thus rendering it impossible for the bicycle either to be led or ridden away. The locking mechanism is that of the well-known Yale pin-tumbler type, which makes the number of key changes practically



limitless, thus absolutely precluding the possibility of other keys being in existence which may fit the lock. During the past summer, a number of these locks have been in use by riders, and the company inform us that it is their unanimous testimony that they are of the greatest service. The lock is of neat design and finish, and, as one rider says, "no better insurance can be put on a wheel." It is stated that it will be extensively placed on bicycles by manufacturers, as a special feature for the coming season; but it may be easily applied to any wheel. While shown in the present cut attached to the head with a separate band, it may also be used directly behind the name plate; the latter being employed as a band to secure it to the wheel. One of the largest manufacturers in the country, having an extensive export trade, has undertaken to introduce the lock throughout Europe.

The Duplex Door Stop.

The Duplex Door Stop, recently introduced by the Yale & Towne Mfg. Co., Nos. 9, 11, 13 Murray Street, New



York, illustrated herewith, is designed for use in connection with their Blount Door Check, as a substitute for double-acting hinges, and there would seem to be many reasons why it should become extremely popular. We are told that the original plans for the Waldorf-Astoria Hotel in New York covered a large number of double-acting doors, but at the suggestion of the Yale & Towne Mfg. Co. the plans were amended to substitute in place of the double-acting spring butts (except for a few single doors) the Blount Door Checks combined with the Duplex Door Stop. The results are said to be highly satisfactory, and the arrangement has since been extensively adopted elsewhere, and is growing in popularity with thoughtful architects. The manufacturers say: "The use of double-acting hinges with a pair of double doors is not only unnecessary, but distinctly objectionable. It encourages people to use the wrong door, thus causing interference between the two streams of travel, and is frequently the cause of accidents. The Duplex Stop permits each of a pair of doors to be opened one way only, and thus compels the stream of travel from each side always to keep to the right. Each door can thus be hung on regular butts and controlled by a Blount Door Check, closing it firmly but quietly, and eliminating the annoying 'flip-flap,' particularly aggravating in the case of double doors, or of a door hung on double-acting hinges. This arrangement involves less first cost than double-acting hinges, and practically eliminates all subsequent expense for repairs. It is the latest and best system of hanging and controlling double doors in the corridors of hotels, stations and public or commercial buildings of all kinds." The Duplex Stops are of bronze, with rubber protectors, as shown in the illustration, and are regularly furnished in almost any finish desired.

Kearney & Foot Co. And Saws.

There is a saw concern in the West that is one of the "coming people" in the Hardware trade.

Quality will always get and hold business where it is uniformly correct, and when it is combined with reasonable prices.

The world is big, and there is enough business for all who try to get it on the *right* basis.

But as to the saw concern,—they have interested the Kearney & Foot Co., the file people, and a full stock is now on exhibition at Nos. 100 & 102 Reade Street, New York, Kearney and Foot Co.'s headquarters.

The saw firm is Geo. H. Bishop & Co. of Lawrenceburg, Ind., and with the opening of their New York office, Kearney & Foot Co., having been appointed salaried Eastern and Export representatives, the trade will be invited to acquaint themselves with these new, fresh and ultra solid goods. The prices are inducing and all who call on or write to the Kearney & Foot Co. may obtain a fifty-four page illustrated catalogue and discount sheet. The many customers of Kearney & Foot files or rasps are urgently requested to communicate with them regarding Bishop's saws, as arrangements are such that files, rasps and saws may be shipped together at the minimum cost of freight.

Kearney & Foot Co. hope by right all-round good treatment to make many new friends with this saw line of goods, besides selling those who are already customers. All are cordially invited to obtain fullest information.

The New England Hardware Dealers' Association held the first meeting and dinner of the season at the United States hotel Boston on the evening of October 12th. There were over 65 members present. The chief guest of the evening was Maj. James A. Frye of the 1st heavy artillery, who gave a pleasant after-dinner talk on coast defense from the standpoint of observations he had made off the New England coast during the recent campaign. Musical selections were rendered during the evening by the Allston male quartet. President Edward A. Loomis presided.

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Review of the Markets.

Hardware: Local trade has felt the effects of weather too genial to make purchases of winter goods seem of special importance. The first freezing weather is relied upon to create a demand that will reduce stocks that have accumulated in some lines of goods, and cause a brisker movement in seasonable Hardware, gladdening to all concerned. Prices on staple lines are held in good shape to stimulate purchases; and a good winter business is looked forward to.

Builders Hardware: Some improvement has been noticed recently in the market for builders Hardware, and the indications point to a gratifying increase in the business for the coming season, for which preparations will soon have to be undertaken. No line of business in the Hardware industry so fully represents the artistic advance in the public taste as affecting architectural expression, as in this one extremely important line of manufacture, in the distribution of which the handsomest catalogues in the business are used, no expense being spared to market it properly.

Wire Nails: No new developments are apparent in regard to the market on this important line. Quotations remain at the prices recently determined. Transactions have been moderate in volume; very little of a speculative feeling being noticeable, purchases apparently being only for immediate requirements, assisted by the indisposition on the part of the mills to book specifications very far ahead. We quote, as in our previous report: To jobbers in carload lots, f. o. b. Pittsburgh, $1.35; buyers of single carload, f. o. b. Pittsburgh, $1.40. New York prices are quoted at $1.50 for carload lots on dock; with smaller lots from store $1.60.

Cut Nails: But little activity is noticed in the cut nail market, beyond the fact that the price is sustained at the slight advance made recently. Prices may therefore be quoted at $1.10@$1.15 base, f. o. b., Pittsburgh. New York prices being held at carload lots on dock, $1.28@1.30. Smaller lots from store, $1.33@$1.35.

Cordage: As the market for Manila hemp is controlled by a few manufacturers, it has been advanced in price sufficiently to slightly increase quotations on cordage, the Manila product being held at ½c. a pound higher, while Sisal remains as previously announced. As only a moderate demand is experienced, the market continues firm at the following prices for carload lots:

Manila, 7-16 inch and larger	per pound,	9½	cents.
" ⅜ inch	"	10	"
" ¼ and 5-16 inch	"	10½	"
Sisal, 7-16 inch and larger	"	8	"
" ⅜ inch	"	8½	"
" ¼ and 5-16 inch	"	9	"
" Lath Yarn	"	7½	"

Smaller quantities are held at the customary advance.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, under date of October 20th, quote as follows: In lots of less than 5 barrels, 37 cents per gallon; in lots of 5 barrels or more, 36 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw; Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE BOSTON TRADE.

Although the volume of business is not what we might wish at this season, yet it is fully up to the prediction of many of our best merchants who did not expect a large increase of business during the closing months of '98. In certain lines we are feeling the effects of our recent foreign complication, and this is especially noticable in builders' Hardware, the trade in which is far from satisfactory.

In our coast cities and towns, the building of many a projected block, dwelling house, summer cottage, etc., was postponed owing to the conditions as they existed in the early spring months, until more favorable opportunities presented themselves. We feel sure that the outlook for the season of '99 is much more encouraging, and we fully believe that the demand in this particular line of goods will exceed anything we have had for the past five years.

The cool weather has stimulated the call for seasonable goods, and as there were not many "futures" placed early in the season, we are receiving satisfactory orders for such goods as axes, handles, saws, skates, etc.

The absence of any cutting in prices from either manufacturer or jobber, is especially to be noted, and certainly is indicative that values have reached low water mark, and we hope to see advances rather than any further decline.

FRYE, PHIPPS & CO.

THE CLEVELAND TRADE.

Over-capitalization is the most serious evil in American business. The attempt to get rich by organizing, or combining existing companies on fictitious capital, and overvaluation with a purpose of disposing of the watered stock to the public, should be prevented by law. Scores of instances where the real capital has been multiplied by ten and the stock unloaded on a confiding public, could be cited.

The names of successful men and of business firms are used to mislead. Electric roads are built from the proceeds of bonds issued, and a liberal percentage of this goes into the pockets of the promoters, and the stock then sold to the public.

Every incorporated company should be compelled to have the capital paid in for all stock issued. Investors are misled by State authority; firms that have been prosperous and paid the stockholders good dividends, by these reorganizations become worthless, paying no dividends and the promoters never expecting they would.

Stocks in many of the large manufacturing companies are of value only to trade off; thousand of people depending upon their income, have been and are, being defrauded by investing in them. Prosperous merchants are peculiarly liable to be victimized by these transactions, so that their accumulated capital becomes a source of danger involving its owners in speculation.

Contentment with a fair paying business, investing surplus capital only in solid securities secures most happiness. There are so many things of more value than riches that business men are likely to overlook in the scramble for success, and by overlooking make life bankrupt, that we need to be admonished. Real prosperty includes all that makes life worth living.

National banks are compelled to have capital paid up to the amount of stock issued and if the capital becomes impaired, it must be replaced, and there is no reason why corporations authorized by the States should not be controlled. The State should not lend its aid to organize frauds. The authority to incorporate should include such supervision as will compel legitimate and honorable use for the purpose stated.

The evil of over-capitalization has become very serious, and trade journals will become public benefactors by calling attention to it. It has become a foe to uprightness in business; it is the prevailing cause of much of our trouble between labor and capital, as dividends are expected on inflated capital, and wages reduced in attempting to make that possible.

Capital invested and honestly used ought to pay dividends and it is in the interest of labor that it should. If incorporated companies were protected from fraud as National banks are by making peculation and manipulation criminal, it would tend to make incorporated American business clean, and the State's endorsement would give confidence.

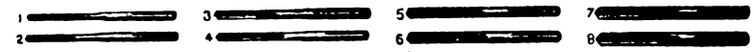
Wrecking corporations is a crime and to create them for the purpose of wrecking should not be permitted to con-

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NEW No. 3½

GOODELL AUTOMATIC DRILL.





This tool, while embodying all the general features of our other styles, has the improvement of a large, polished, hardwood handle, insuring an easy and comfortable grip for the hand of the operator. The turret receptacle for the drill points always displays the location of each size. Full polished and nickeled plated; eight drills from 1-16 to 11-64 with each tool.

PRICE PER DOZEN, - $25.00

Manufactured by.... GOODELL BROTHERS COMPANY, - GREENFIELD, MASS.

WRITE FOR DISCOUNTS.

tinue. Respect and pride for one's country are parents of patriotism, and rascality should not be permitted to wear the garb of respectable business, and cannot without impairing the patriotic instinct.

We do not want a State religion, but we need a State morality embodied in the laws of incorporations.

Demagogism finds its prolific field in the feeling against corporations; legislatures are seeking by new laws to cure the evil, and in most of the States incorporation is under a general law which is subject to revision and can be easily amended.

The mercantile class can, if they will, exert an influence for the cure of this evil and it would be well for organized associations to give this their consideration.

The waiting feeling is gradually becoming displaced by the prevailing conviction that nothing can prevent prosperity. October trade shows improvement in volume and confidence. The disposition in the grain growing districts to hold products for higher prices will be likely to affect remittances, making collections slower for the winter, unless another speculator tries to corner the market and distribute his fortune among the farmers, but the immense productions of last year and more that is on the way, with the demand for it, one adding to the wealth of the country, making the outlook promising.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE ST. PAUL TRADE.

For the last two weeks the cry of too much rain has reached us from Manitoba to Iowa, and from the west line of North Dakota to Wisconsin. The result is bad, and if reports are not incorrect the damage is growing great. It is claimed that sections have lost 60 per cent. of the good crop because the grain was in shocks, and has been soaked so long that it is beginning to grow. Anyway, it does not look so rosy as it did, and the jobbers in all lines are feeling it. Still, our business is fair, and we hope that when the threshing is done the damage will be found less than talked about. Prices are firm; advances and declines are followed promptly, and the trade is altogether in a healthy condition, although the farmer may be disappointed in his income.

C. W. HACKETT HARDWARE CO.

THE KANSAS CITY TRADE.

Since our last report we note a favorable increase in the volume of business, and especially in our department of "house furnishing" goods. In this line the increase is very marked. We are pleased to note also a continuation of steady prices in staple goods.

The advance recently made in shovels and spades is not a factor in present prices whatever. We have not and will not advance prices. "Combines" are all right, and this writer believes in them to a limited extent; but when combines grow into compels, the farther limit of righteousness and commercial equity is reached, and we say, smash them.

Profits are necessary, justifiable, legitimate. When a combination of makers agree to pool issues and advance prices 50 per cent. almost above selling basis of two years ago; when the raw and finished product, labor, tax, expense and everything else connected with the manufacture is little if any greater, the talk about anarchists among the laboring classes is hilariously absurd as compared with the procedure of some of the upper-ten classes in the disregard they evince toward the masses of consumers, who are practically at the mercy of the producers.

Pooling and combinations may be the tendency of the times. Organization and aggregation seem to be headed toward a complete control of capital and industry. If this were sanctified and energized by, say, one-half less selfishness, the world need not grow seriously alarmed; but this writer soberly puts on paper what he believes to be true and what he believes others do believe, but fear to say so, that unrestrained license is little better than theft, and if unchecked in its headway will culminate in moral, social and political evils which students of history and economics know will lead to disaster.

One counter-balance remains, and that is that the "vaulting ambition" of these people may "o'erleap itself" and greed be swallowed up in their demolition.

Yesterday, the 17th, we had eighteen hours of snow. Of course, the most of it melted, but it was a paralyzing sort of a storm as it was. The dry weather is now no more, and we enter upon the winter with favorable prospects indeed.

We believe that apple and cherry trees in the second blossom of the year, yet hidden from sight by snow, is so rare a sight that it merits mention herein.

Our local conditions of trade remain fairly brisk and with four to five weeks more good weather the building boom will be ready to house for the winter in splendid shape for the spring "opening."

GILLE HARDWARE & IRON CO.

THE OMAHA TRADE.

Trade is good, prices are satisfactory, collections are all that could be expected, visitors are plentiful, the Exposition is an immense success and time is limited.

RECTOR & WILHELMY CO.

THE BUFFALO TRADE.

The market presents very few new features that call for particular mention. The extreme fine weather that we have been having for the past few days has had a tendency to retard business somewhat in seasonable goods; still, the constant demands for general stocks have been of such fair proportion, that the volume of business is quite satisfactory. It is our judgment that if the manufacturers could

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get on a settled basis, and the jobbers be content with less cutting of prices, better and more satisfactory results could be obtained, and they would all feel happier at the expiration of the next three months when they look at the balance sheet.

Collections are fairly good, and we feel that when the cold snap reaches us we shall have continued good business.

WEED & CO.

THE PORTLAND TRADE.

With the coming of cooler weather fall goods are moving in good volume. Mail orders are coming in freely, and salesmen's orders are well assorted. The trade are feeling much encouraged and the outlook is good.

Prices are well maintained, and collections are fair.

Jobbers are looking forward to the meeting of the National Hardware Association at Milwaukee next month, and anticipating much pleasure and profit.

THE EMERY-WATERHOUSE CO.

THE COLUMBUS TRADE.

The weather is a little more favorable for fall goods, and trade with the country merchant is somewhat improved and they are beginning to assort up their stocks again. Jobbers distribute seasonable goods early, and then if the weather is not right for the country merchant to dispose of them, there is always a dull spell with the jobber. Good cold weather is what we want now to put snap in certain lines of trade, as well as to kill microbes.

By looking over our change sheet for the past two weeks, we do not find any very important change. Manila rope has advanced a one-half cent, and from reports it would seem that it must go still higher. We believe that Uncle Sam will need that manila fibre the insurgents do not burn, to hang a few of them with as a warning that they must not get too gay. It is next to impossible to get some articles. We might mention glass, guns, granite iron ware, coal hods, plush lap robes and several other articles that manufacturers are unable to fill orders on promptly. On the whole, trade is very satisfactory and if wheat would go up about 10 cents a bushel so the farmers would sell, we think collections would be as satisfactory.

SMITH BROS. HARDWARE CO.

THE PITTSBURG TRADE.

Cool weather has started the movement of seasonable goods, which was rather backward for the season. The great improvement in gas stoves for both heating and cooking, has brought them into very general use, and as natural gas for domestic purposes is still plentiful in this region, practically everybody uses it, wherever it is available.

Of the recent advances in Hardware we hear more complaint of shovels than anything else. In fact that seems to be the one item which has been pushed up beyond its value by the assistance of the combine. It is singular that men cannot learn from the history of combines, that a high price means a short life for their combination. Already we are importuned to buy outside makes of shovels, and factories will spring up like mushrooms if prices are forced higher. Legitimate advances from unprofitable prices of manufacturing will be welcomed by merchants as a desirable change from the down hill slide we have had to buck against for so long, but artificial high prices can only result in disaster to all concerned.

A strike has begun among the window glass workers, which bids fair to be a bad one. Prices of glass are in consequence very unsettled at present.

LOGAN-GREGG HARDWARE CO.

THE BIRMINGHAM TRADE.

James D. Moore, of the Moore & Handley Hardware Co., writes as follows, explaining the absence of his usual trade letter:

"My silence is explained, not by want of interest, but rather by rush of business."

And thus Mr. Moore, unintentionally, furnishes a very good comment on the present trade of the South.

THE MANCHESTER TRADE.

Business, if improving at all, is improving very slowly. In our manufacturing cities, although the cotton and woolen mills are doing well, general trade is still quiet.

In conversing with our large contractors and builders, they do not seem to see any improvement, at least before another spring.

Our jobbing trade holds up fairly well, but as New England was the last to feel the depression of several years ago, so it is the last to feel the great improvement that seems to be going on in the West and South.

JOHN B. VARICK CO.

THE MINNEAPOLIS TRADE.

There is a general improvement all along the line; little better prices on staple goods, with better hope for the future. We feel that next year no one in the cities will have any reason to complain of lack of business. Contractors complain some on account of the fact that they have taken work based on the old prices for material and labor and are paying higher prices all along the line, consequently their margins are marked out.

W. K. MORISON & CO.

The town of Somerville, Somerset County, N. J., have given the Berlin Iron Bridge Co., East Berlin, Conn., the contract for their new iron bridge. The span is about sixty feet, and the bridge has a clear roadway of fourteen feet. The trusses will be of substantial latticed type. The floor will have steel beams and joists.



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Dating Ahead.

Every merchant and every manufacturer understands the meaning of dating ahead. Few, however, recall the adoption of the plan which of late years has become a fixed custom. Dating ahead within proper limits may be desirable, but, as it is commonly practiced, it has become a nuisance, and is a direct and certain cause of loss to the retailer.

During the past twenty years the population of the country has immensely increased. Immigration has also added its millions. As a result, the rivalry among the workers in manufacturing centers where the wage has not been lessened, has been intensified. A larger output per hand employed than ever before has been forced. Again, the lowering of freights, due to the increase in facilities for transportation and the creation of improved machinery and better methods of manufacture, with the reduction of profits to the minimum, due to the intense competition for an outlet, have combined to cause a continuous reduction in the price of almost every product of skilled labor that is put upon the market. This has been true in spite of protective tariffs, which have only temporarily checked the fall. As a consequence of this condition, the manufacturer was long since obliged to abandon the old system of accumulating a stock of merchandise ahead of the season, for, as a rule, his stock declined in value upon his hands before it could be distributed to those who supplied the consumer. The remedy was to manufacture only upon definite orders and thus insure beforehand a market for the product of the mills at a known and agreed price.

As an inducement to the jobber or distributing buyer, the manufacturer said: "You want goods for the spring trade. If they were made and in stock now you would not buy them before spring. Therefore, if at present, say in September, you will give me an order for such merchandise as you will want next spring, I will manufacture it and deliver it to you from time to time from this date on, and date the whole of it as if you had purchased it February 1."

This proceeding was and is entirely legitimate, because it enables a manufacturer to run his factory during a series of months upon a certainty and because it lessens the cost of his product. For example, he has upon this plant no insurance to carry upon completed stock; it is all shipped as soon as finished.

The abuse of the scheme came later. The jobber or distributing buyer argued something as follows: "Well, here I have these goods on hand. The invoices do not date until February 1st. Therefore, I may do with my customer, the retailer, what the manufacturer has done with me. I will give him the same date that I got, or even something better, as an inducement to buy. I will deliver as soon as he will accept the goods, thus getting ahead of some of my competitors and throwing upon my customer the burden of insurance."

Of course, at first only a few followed this plan and perhaps they reaped an advantage from it, but in this country there is no monopoly of ability to grasp a situation. Ere long the whole business community followed the practice. The bait to the retailer was an extension and enlargement of credit. It was a fancied but fictitious benefit. By this means there was established a custom which, carried to the extent of the original intention, was for the manufacturer a gain, but which, carried to the extent which now obtains, is an actual disadvantage, especially to the retailer.

The retailer is the one who should, above all others, buy on short time and carry the smallest stock necessary to the business that he does. He should open up at the proper season fresh lines of each class of goods that he carries and these new goods should be bright and seasonable. Too often tempted, however, by dating ahead, he makes his purchases out of season and thereby cumbers his shelves with goods that long before the proper time for consumption arrives have become shop-worn, undesirable and, in the eyes of employees and customers, old or past style. All these disadvantages follow upon the plan of dating ahead. In addition, the retailer under the offer is very generally tempted to overbuy in his early purchases, because the time of payment seems so far ahead.

Look back at the history of the past five years, which has been so disastrous to many business interests. Let us inquire who are the men who have succeeded during the period? They are those who have done business within the just limits of their capital and credit, whether large or small; who have bought frequently, who have managed to have seasonable and attractive merchandise to offer to their trade at the proper time, and who have not been burdened with old and undesirable stock.

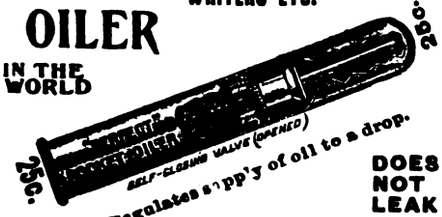
It is unquestionably to the interest of the retailer to buy as nearly as possible for cash. It is to his advantage to buy frequently and in small quantities. He should aim to have constant arrivals of fresh merchandise in every department and should never fail to remember that the discounter is the money maker.

The country has undoubtedly reached the termination of the period of depreciation. A reaction is now in progress. Manufactured and unmanufactured products, which have been squeezed to the very lowest mark, are now rising in value. While large advances are not to be expected, it is clear that the bottom has been reached and that there is in progress and will continue to be a marked advance in prices in almost all lines. The merchant who would reap all the advantages of the new opportunities that are opening up as a result of our changed condition, will do well to carefully follow those lessons which have proved profitable during the past term of commercial distress. He should leave to the manufacturer all speculative dating ahead. He should be a purchaser of merchandise only, and not of dates.

Chas. Biggs.

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The BEST FOR BICYCLES, GUNS, TYPE-WRITERS ETC.
OILER
IN THE WORLD

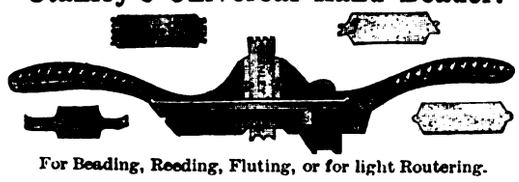


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We make cheaper oilers also, unequalled for PRICE and QUALITY.
Cushman & Denison, 172 9th Ave., N. Y.

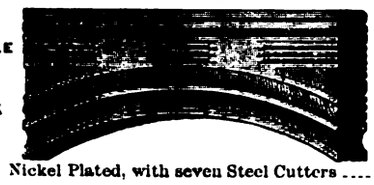
IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.
STANLEY
RULE & LEVEL CO.
New Britain, Conn.
SOLD BY ALL
Hardware Dealers.

Stanley's Universal Hand Beader.



For Beading, Reeding, Fluting, or for light Routering.

SAMPLE OF WORK



DONE BY BEADER

No. 66. Nickel Plated, with seven Steel Cutters $1 00

Signs of Prosperity.

There are few things that more completely illustrate the general trend towards the most prosperous conditions among manufacturers the country has ever known, than the publication of statistics making a comparison between the failures of the years of 1896 and 1898. There has been, since the earlier date, an impressive decrease in the number of these, the liabilities showing a great contraction, giving a confident background for future efforts in the industries enumerated. The table referred to is one furnished by *Dun's Review*, representing the month of August, and will undoubtedly be read with interest:

Manufacturers.	Liabilities. 1898.	1896.
Iron, foundries and nails	$2,610	$590,000
Machinery and tools	195,100	374,300
Woolens, carpets and knit goods	89,500	163,000
Cottons lace and hosiery	12,200	119,600
Lumber, carpenters and coopers	105,136	3,787,220
Clothing and millinery	80,755	113 200
Hats, gloves and furs	700	22,000
Chemicals, drugs and paints	47,300	49,108
Printing and engraving	20,695	41,944
Milling and bakers	71,200	653,833
Leather, shoes and harness	176,500	602,029
Liquors and tobacco	88,300	226,950
Glass, earthenware and brick	152,60[illegible]	189,600
All other	838,647	6,158,464
Total manufacturing	$1,881,233	$13,100,249

How Emery Wheels are Made.

There are four different stages through which the small grain of emery travels before it is turned out ready for use. It first enters the mixing room, where it is weighed out in quantity according to the size of the wheel required. After mixing the material, which is then in a plastic form, it is put into metal rings somewhat larger than the wheels should be when finished. A plaster of paris wheel or bat is under the ring, so that the water from the material will quickly be absorbed. When this operation is completed the wheels are put into the drying room, where they are left for a number of hours. They are then transferred to another drying room, where the temperature ranges still higher. The wheels are held together by a material called "bond." Their hardness depends upon the proportions of the various constituents of this bond. as well as upon the length of time they are burned in the kiln. In making up the wheels it is customary to mix together at once enough of the substances entering into their composition to suffice for several sizes of the same grade and grain. Emery, water and the materials to form the bond are put into large tanks holding about 1500 pounds each, and are well mixed by hand for several hours.

When they have been thoroughly dried they are taken into the shaving room. The machines operated here are known as jiggers, and with them the wheels are trued and cut down to nearly their proper size, allowing only enough for contraction while being burned. After this has been done they are in condition to be put into the kilns.

The wheels have to be carefully packed in the kiln on clay bats, with fire clay rings around each, so as to insure their being burned evenly. They are then submitted to a heat of nearly 2500 degrees Fahrenheit for from sixty to eighty hours. After burning, it requires fully forty-eight hours for the kiln to cool sufficiently to permit the removal of the wheels. They are then turned so as to be made the size desired and also to be made true.

A blower is then used to remove all dust resulting from the truing operations. All wheels are bushed with lead before leaving the factory and are taken to the testing room, where they are run at a speed more than double that for which they are recommended. This is done as a precaution against the breakage which might result from a latent crack or flaw. They are tested by experts to see if their grade is correct for the work for which they are intended, as great care has to be exercised in this respect. The wheels are then labeled and are ready for packing and shipment.—*Kuhlow's Journal.*

Artillery Terms.

All artillery may be divided into two main classes, heavy and light. Heavy artillery is called also garrison artillery. Heavy artillery guns are placed permanently in forts, and the men who handle them form foot artillery batteries and regiments. Light artillery refers to guns not permanently emplaced—that is, light enough to be taken from place to place by means of horses and maneuvred by hand. In our army the light artillery gunners ride on the caissons and gun carriages. In horse artillery the gunners ride horses, so that a horse artillery battery has a great many more horses than a light battery. We have no horse batteries in our army. A field battery is a light battery. A flying battery is a horse battery. Siege guns are between heavy and light artillery. They are intended to be placed permanently for the time being and are brought to their places by teams, but they are not maneuvred as light guns are.—*New York Sun.*

Lake Superior Copper Mines.

The prosperity of the copper mining industry in Lake Superior is at the present time at its highest development.

In the Houghton district on Portage Lake, in which are centered the Calumet and Hecla, Quincy and Tamarack Jr. mines, various companies are employing upwards of 10,000 men, as against 6,000 in 1894. Calumet, which is the town having the largest population, already boasts of 40,000 inhabitants; constituting it the second largest mining town in the United States, with not over one or two rivals in the world.

The productive increase in the output of copper, and its relatively high price in the markets of the world, have doubled the value of the mining property during the last four years, being valued at present at the fabulous price of $90,000,000.

A cow has many good qualities, but she is too modest to blow her own horn.—*Exchange.*

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....A Guarantee of Excellence....

Iver Johnson Fire-Arms and Bicycles

Should be handled by all enterprising Hardware dealers. The goods are right, the demand is right, the prices are right. Suppose you write for terms on these——

HONEST GOODS at HONEST PRICES.

Branches:
NEW YORK,
99 Chambers St.
BOSTON,
408 Washington St.
WORCESTER,
364 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG,
MASS.

Death of E. C. Palmer.

The death is announced of E. C. Palmer, the general manager of the Standard Tool Co. of Cleveland, Ohio, which took place at Stockbridge, Mass., on October 13th. His standing as manager of the Standard Tool Co. has invariably been acknowledged as of the highest grade, grounded on business intelligence and executive ability, and backed by the honesty of purpose, and fidelity to the interests entrusted to him, that were characteristic of the man. This loss will be greatly felt by the Hardware trade, with which he has been in close touch for many years.

Notwithstanding the hard times, seal skins are worn the year 'round—by the seals.—*Exchange.*

The Rock of Confidence.

W. I. Rosenfeld, a jewelry jobber in New York city, in a few well chosen words shows how important in business matters is the rock of confidence:

"I don't worry about selling. I 'walk the floor' about buying. If I buy right, I can hire a man at $20 per week to sell. It takes me all day and all night to figure out 'buying schemes,' but when I have figured them out and operated them—then anybody can do the selling. Can't they? An office boy can sell when the figures are closer than any competitor can possibly make. Can't he?

"I know that the dollar-getting, selling end of my business must be built on the solid rock of implicit confidence. I know that just one lie, just one deception, just one act of double or unfair dealing at the selling end of my business may do me a world of harm, and frighten away a hundred customers and ten thousand orders.

"I know that the buying end of my business is the end where I must exercise all the double-edged diplomacy that a lifetime's experience as a buyer has taught me. I want the manufacturer to respect me as a hard man to sell. The worse shark he considers me the better I like it. I want to see him when sales are slow with him. I am even willing to have him despise me a bit because I haggle and fight for dollar and half dollar and even penny margins. I want him to come to me when business is dull with him. Then he knows that cold spot cash is on tap for him at my terms. Then he is welcome to help himself at my prices. I am a buyer—exclusively. A schoolboy can sell my purchases just so long as he maintains his reputation for absolute truthfulness."

The genial countenance is again to be seen on Chambers street of George B. Main, the "dean of the guild" of traveling representatives of the Arcade File Works and the Allerton-Clarke Co., No. 97 Chambers street, New York. He states that he has had the most successful season in many years, having been away several months gravitating between Louisville, Ky., and London, Ont. "Prospects for the future never gave signs of more abundant promise," is the way he replies to an enquiry regarding business for the year 1899.

Hanrahan: "Some uv thim new guns will carry fifteen miles."

Houlihan: "At wan shot?"—*Exchange.*

Russian Agency.

RUSSIA.—The undersigned, who is a resident of Warsaw, Russia, this month in New York, desires to correspond with manufacturers with a view to introduce in Russian market. Address A. BARUCH, care of HARDWARE, No. 143 Chambers Street, New York.

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,

COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

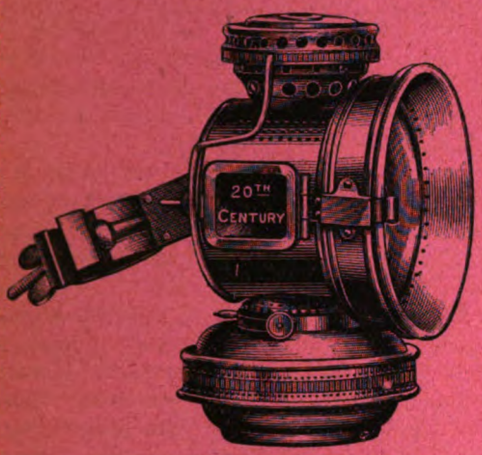
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1899--Advance Announcement--1899

20th CENTURY MFG. CO., 17 Warren St., NEW YORK.

THE NEW YORK PUBLIC LIBRARY ASTOR, LENOX AND TILDEN FOUNDATIONS

"20th Century" Kerosene Headlight



OUTSHINES ALL OTHER OIL BICYCLE LAMPS IN EVERY PART OF THE WORLD.

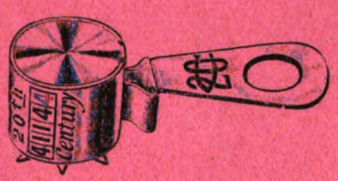
1899 MODEL HAS BEEN PERFECTED.

1899 MODEL OVERCOMES ALL DIFFICULTIES.

The 1899 model, smaller, lighter in weight, handsomer, more compact, but with same **great light-giving capacity.** Does not smoke, jar or blow out. The wick self-locks without attention. Combination attachment for head and fork of bicycles and carriage dashboards. The "20th CENTURY" Kerosene Headlight gives no trouble and the greatest satisfaction, and will always be popular. The "1899 MODEL" will be ready for delivery in December, this year. Electrotypes for catalogues now ready, please state size wanted.

The "20th Century" Cyclometer.

Small and handsome and guaranteed absolutely accurate and reliable. Handsomely packed. Ready for immediate delivery. . . . . .



Prices on Application.

Electrotypes for Catalogues now Ready.

"20th Century" Acetyline Gas Headlight.

SIMILAR in design, combining many of the original and now famous characteristics of the "20th CENTURY" Kerosene Headlight. Aluminum Parabola Reflector. Hinged Front Door. Red and Green Side Lights. Bail Handle to Make Hand Lantern, Etc.

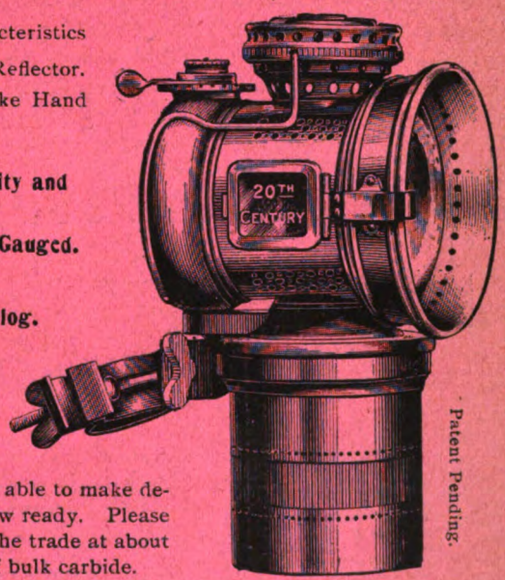
Small, Light, Compact and Graceful as consistent with Strength, Durability and Lighting Capacity.

Made of Brass and Steel and Highly Nickeled. Water Flow Accurately Gauged.

Lights Instantly. Steady Flame which jarring does not affect.

Burns Full Flame Eight Hours. Easily Kept Clean and Does Not Clog.

....BURNS ANY GRANULATED CARBIDE..



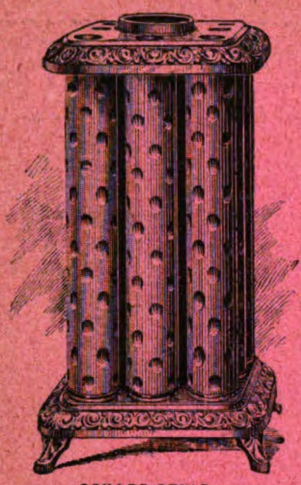
Patent Pending.

The 20th CENTURY MFG. CO., with the most scientific mechanical experts, have been experimenting for nearly two years on the Acetyline Gas Lamp, and it is with pleasure that they now are able to offer a **safe, simple, reliable and most satisfactory gas lamp** to the bicycle-riding public. Will be able to make deliveries early in December of this year. Electrotypes for trade catalogues now ready. Please state size wanted. **Granulated Carbide,** in 1 and 2 pound cans, we will sell to the trade at about cost, although, as previously stated, our lamp is adapted to use any packing of bulk carbide.

The "20th Century"

THE GREATEST LIGHT ON WHEELS.

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SQUARE STYLE.

NEW ERA RADIATORS

Are adapted for any stove or furnace pipe, and will positively reduce coal bills from ⅓ to ½, or make cold houses warm and comfortable without extra fuel. . . . . .

The harvest time for selling them is in the fall. A display of them will bring customers to your store. Send for our inducements.

WILMOT CASTLE & CO.,

83 Elm St., ROCHESTER, N. Y.



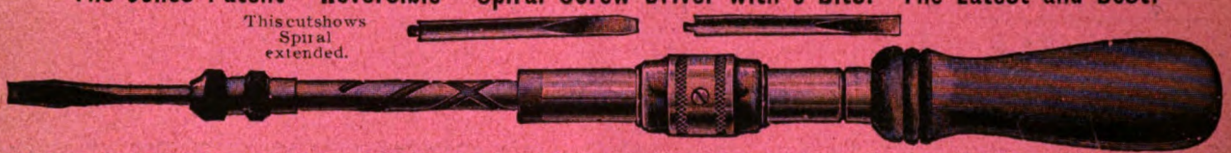
CYLINDRICAL STYLE.

SPIRAL SCREW-DRIVERS

The most complete and best finished line in the world, consisting of

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.



No. 1, Length without Bit, Spiral extended, 16¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 16½ in., closed 10½ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

No. 01, Length Spiral Extended, 18 in., closed 11¼ in. No. 02, Length Spiral Extended, 12¼ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO.,

Sole Agents, 67 READE STREET, NEW YORK, U. S. A.

No question about ATKINS' SAWS

filling the bill.

THEY ARE SUPERIOR IN EVERY RESPECT.



ATKINS' SEGMENT GROUND CROSSCUT SAWS

are used the world over.

Write for Catalogue and Prices . . .

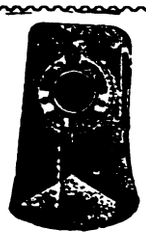
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PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

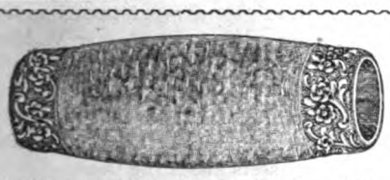
Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohoes, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.





THE CODLING MFG. CO.,
BRISTOL, CONN.
Manufacturers of . . .
COMPRESSED CORK GRIPS.
LINED OR UNLINED.
All Sizes With every style of tip.



ORDER FROM
The Largest Manufacturers of Lined
SPARK GUARDS
In the United States. . .
Dow Wire Works Co.,
Louisville, Ky.

GREAT VALUE AS AN ADVERTISING MEDIUM.

Buck Bros, Milbury, Mass. [Tools]: We appreciate the great value of HARDWARE as an advertising medium.

EXPRESS PREPAID

The SPATULA SIGN MAKING OUTFIT.



The outfit contains everything that is essential for the making of all kinds of card signs for use on the counter, in the window, etc. It has not heretofore been possible to buy an outfit of this kind. Every article is of the best manufacture and is warranted. The outfit consists of the following articles, which may be purchased separately if desired, at the prices quoted:

1 No. 3 SHADING PEN,	$0 35
1 No. 3 MARKING PEN,	.35
2 DOZ. ROUND WRITING PENS (various sizes)	.35
1 INK RESERVOIR,	.05
1 THREE POINTED PEN (No. 400),	.10
*1 BOOK OF INSTRUCTIONS,	.25
4 FITCH AND SABLE BRUSHES,	.40
1 BOTTLE SPECIAL BLACK INK, "Letterine,"	.25
1 BOTTLE SPECIAL RED INK, "Letterine,"	.25
1 BOTTLE GOLD SIZING,	.25
1 PACKAGE GOLD BRONZE,	.10
1 SAMPLE SIGN,	.10
5 DOZ. PREPARED BRISTOL BOARD (i. e., faintly ruled. If sent separately, postage 15c. extra)	.40
	$3.25

Entire Outfit, EXPRESS PREPAID, $2.50.

*A complete treatise on sign work. Tells about colors and Ornamental work. Bronzes, Flourishes. How to paint signs on windows, to letter glass and mirrors. How to make off-hand signs with a brush. How to draw borders and circles. How to mix colors, etc., etc.

THE SPATULA PUBLISHING CO.
8a Oliver Street, Boston

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, Director.

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.

Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

Write for particulars to

The Philadelphia Commercial Museum,

233 South Fourth Street,
Philadelphia, Pa.

Gas Stove Manufacturers' Association.

At a recent meeting of the gas stove manufacturers in Cleveland, the organization of the Gas Stove Manufacturers Association was completed by the adoption of a constitution, and the election of officers. It is stated that the fundamental purpose of the organization is to systematize and simplify the business; and while a great many gas stoves are now being manufactured, fewer types would suit the purpose, and supply the trade. One purpose of the Association is for the preparation of a list of prices which shall be charged on a stove of a given dimension and character as a basis. The next meeting will be held on the call of the president. The following gentlemen were elected officers of the Association:

President: D. A. Dangler of Cleveland, Ohio.

Vice-President: A. J. Conover, Dayton, Ohio.

Secretary and Treasurer: F. H. Wells, Chicago, Ill.

Chairman Executive Committee: G. B. Gunderson, Detroit, Mich.

The Association has nothing to do with vapor or oil stove makers, although some houses make all of these types of heating appliances. In due time it is expected that there will be a meeting with representatives of gas companies for the furtherance of their common interests and the arrangement of matters where their respective interests encounter each other.

The women of St. Joseph, Mo., have shown ingenuity and business adaptability in a recent movement made in that city. They took charge of the Hardware stores for one whole day, and sold all the goods they could, and turned the proceeds over to charity.

A Study in Character.

Are the Hardwaremen of America like their brothers in England, in every respect? A boy in one of the schools of the British Isles, has perpetrated an essay on the ironmonger, which shows that he has an observing eye, and a natural aptitude for criticism. "An ironmonger," he says, "is a man who stands behind a counter and sells nails and saucepans and things people ask him for (if he has them). He generally has a window in which he puts the things he wants to sell, and things his customers want too. (Last year the ironmonger near our school forgot his skates until the frost was gone, but he left the footballs in the window until the summer holidays.) An ironmonger is a very nice man when you have got money to spend, but when you want it put down in a book without paying for it, father says the price is a lot more. When an ironmonger wants to buy more things, and a traveller who knows him calls (especially if it is in the morning), he shakes hands with him and looks pleased; but when he does not want to buy and a traveller calls in the evening, he gets angry and says 'Get out!' There are lots of other things an ironmonger sells, and when people ask him for things he has never sold, he gets some—if he can find out where to buy them."

In America, he reads the advertisements in *Hardware*, and knows "where to buy them."

The largest tin factory in the world is situated on Sulo Brani, an island in the Bay of Singapore. It turns out monthly 1,200 tons of tin, more than the product of Cornwall and more than that of Australia. The ore comes from Selangor and Perak in Malacca.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Centerville, Iowa. — Little & Vickery Hardware Co. has been incorporated, with a capital stock of $10,000; to deal in general Hardware.

Clarksville, Pa.—John Tribby.

Louisville, Ky.—Vogt & Oswald, No. 215 West Market Street.

Miami, Fla.—J. W. Watson, of Kissimmee, will open large Hardware store corner of Avenue D and Thirteenth Street.

Oklahoma City, Okla.— The Farmer's Hardware Co., with a capital of $50,000, Seymour S. Rice, Henry G. Beard, M. H. Williams and John W. Rice, as directors, ask for articles of incorporation.

Providence, R. I.—Leander C. Belcher, Edward A. Loomis, of Providence, and Roderick A. Packard, of New Bedford, Mass., have become incorporated under the name of the Packard Hardware Co., for the purpose of buying, selling and otherwise disposing of Hardware and other kinds of merchandise. The capital stock of the corporation is placed at $20,000, and its location is to be in Providence.

Terre Haute, Ind.—The Duenweg Hardware Co. has been incorporated with a capital stock of $6000.

Changes and Improvements.

Albert Lea, Minn.—Christenson & Peterson, Hardware, succeeded by Peterson Bros. Hardware Co.

Alden, Minn.—A. F. Hauf, Hardware, has sold his stock of goods to H. A. Ebert, of Sherburn.

Ashland, Ohio.—Smalley & Countryman, implement dealers, have dissolved partnership and each will continue in business separately.

Bellefontaine, Ohio.—The Marquis Hardware Co., reported to have sold out.

Blythedale, Mo.—W. W. Lucas, Hardware, sold to Charles L. Canaday.

Clarksville, Iowa.—John W. Best, agricultural implements, succeeded by Best & Roberts.

Converse, Ind.—Keller & Detamore, agricultural implements, succeeded by Keller & Wilson.

Danbury, Conn.—F. A. Hull & Co., Hardware, etc., succeeded by the Hull & Hoyt Co.

Eastman, Ga.—W. L. Houser & Co., Hardware, succeeded by the Fort Valley Hardware Co.

Fairmont, W. Va.—The general Hardware business, including stock, etc., of Alex Bebout, on Main Street, is offered for sale.

Gridley, Ill.—W. and C. Steinman have purchased the interest of J. L. Diggle in the implement firm of McNemar & Diggle, and taken possession.

Grosvenor Dale, Conn.—A. Beauregard has moved his Hardware store into the new house he has recently built on Main Street.

Hico, Tex.—Weaver & Battillo, Hardware, succeeded by C. M. Pattillo.

Lamar, Ark.—W. H. Wilson, groceries and Hardware, succeeded by Jackson & Wilson.

Lamar, Mo.—N. B. Elam, general store and Hardware, sells Hardware to Dunlap & Elliott.

Lawrenceville, Va.—G. W. Eppes, Hardware, reported to have sold out.

Linesville, Pa.—J. H. Grandy has purchased a third interest in the Hardware store of McLane & Schanck.

Marine City, Mich.—Schneider Bros. have rebuilt the old Maus Block on Broadway, and have put in a stock of Hardware and agricultural implements.

McFall, Mo.—Lewis, Shultz & Co., Hardware and agricultural implements, succeeded by Lewis Bros.

Milwaukee, Wis.—H. Judell, Hardware, selling out.

Modale, Iowa.—C. L. Colby, Hardware, etc., reported to have sold out.

Nashville, Tenn.—H. G. Lipcomb, wholesale Hardware, C. H. Weakley retires. No change in style.

North Lawrence, N. Y.—O. W. Potter has moved his Hardware store into the store owned and recently vacated by R. H. McEwen.

Osakis, Minn.—William Plummer, Hardware, etc., succeeded by G. E. Lamphear

Panama, Iowa. — Peter Kautenberger, Hardware, succeeded by W. Shirk.

Pomona, Cal.—J. H. Wilkinson and son, Morris H., have purchased the Hardware business of Ira F. White & Son, one of the oldest established businesses in this city.

Rising City, Neb.—Henry Finch, Hardware, etc., succeeded by Finch & Oesterreicher.

Saginaw, Mich.—The Saginaw Hardware Co. have purchased the stock of the Valley Hardware Co., on Genesee Avenue, and will continue the business.

St. Petersburg, Fla.—Mr. Stoner, of Dade City, will move his family here, he having purchased the Cash Hardware store.

Stuart, Neb.—M. J. N. Haskin has sold his stock of Hardware to Taft Bros. & Sangster, of Brodie, Neb.

Texarkana, Tex.—J. E. Benjamine, Hardware, etc., succeeded by Hardin & Benjamine Hardware Co.

West Valley, N. Y.—F. C. Bowen & Co., Hardware, reported to have given notice of dissolution.

Worthington, Ind.—Haxton & Haxton, Hardware, succeeded by W. C. Andrews & Co.

Worthington, Minn.—W. T. Humiston & Co., Hardware, succeeded by Albert Russell.

Business Embarrassments.

Brooklyn, N. Y.—Charles B. Peck, Hardware, has filed a petition in bankruptcy.

Camden, N. J.—Henry Fredericks, Hardware, has made a voluntary assignment for the benefit of his creditors. He has named Frederick A. Rex as assignee.

Delaware, Ohio.—Hoeffle & Willis, the principal Hardware firm of this city, have made an assignment to Homer Waldron. Assets, $6000; liabilities, $2500.

El Campo, Tex.—August Fahrenthold, Jr., Hardware dealer, has filed a deed of trust for the benefit of creditors. Liabilities, $5000; assets about the same.

Philadelphia, Pa.—Charles H. Binn, trading as Charles H. Binn & Co., dealers in Hardware at No. 19 North Sixth Street, has made an assignment for the benefit of creditors to Attorney Henry A. Ingram.

Syracuse, N. Y.—The general assignment for the benefit of creditors of Roney & Co., the plumbers, tinsmiths and Hardware dealers at No. 1617 East Genesee Street, has been filed. The assignment was that of James M. Roney and Charles K. McIntosh, and John W. Sadley is the assignee.

Towanda, Pa.—The Hardware firm of Dye & Bresee have made an assignment.

Burglaries in Hardware Stores.

Bay City, Mich.—Flues & Kies, guns.

Bellaire, Ohio. — Walther's Hardware store, razors.

Bellaire, Ohio.—Bellaire Stove Co., small loss.

Blockton, Iowa.—Danford & Mills, $250.

Brockton, Mass.—Andrew F. McCabe, cutlery.

Brown City, Mich.—John Shearsmith, revolvers.

Canaan, Conn.—Fuller & Peets, $25.

Cohoes, N. Y.—J. L. Lackman, cutlery.

Elroy, Wis —Dixon & Conway, $100.

Fort Wayne, Ind.—Koehlinger Bros., cutlery.

Goshen, Ind.—George Eddy, $4400.

Red Wing, Minn.—George Stoppel, revolvers.

Rushville, Ind.—McKee & Thomas, $150.

Stephenson, Mich.— Winter's Hardware store, $50.

St. Louis, Mo.—Simmons Hardware Co., $2500.

Swanton, Vt.—Wead Hardware Co., cutlery.

Wampum, Pa.—Wampum Hardware Co., $200.

Wilmington, Ohio.—J. M. Jeffries, $30.

Fires in Hardware Stores.

Claremont, Minn.—D. E. White, Hardware, stock destroyed by fire. Loss, $300.

Farlington, Kan.—F. R. Cornelius Hardware Co., damaged by fire.

Ipswich, S. D.—H. Roberts, Hardware, damaged by fire at a loss of $1500; insured for $700.

Lowell, Ind.—Haskin & Brandon, Hardware, damaged by fire at a loss of $4000; insured for $2500.

Sioux Falls, S. D.—Stahlman & Johnson, Hardware, destroyed by fire.

Treherne, Ont.—B. Engavia, Hardware store, destroyed by fire.

Zeeland, Mich.—J. P. De Pree & Sons' implement store has been damaged by fire.

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ON EXHIBITION

Model Hardware Store!

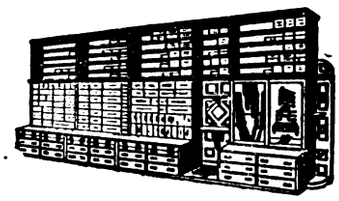
Every Merchant and Salesman should see it.

152-158 Lake Street (Marine Building),

J. D. WARREN MFG. CO., Chicago.

Eastern Office, 253 Broadway, New York.

Warren's PATENT PORTABLE NEW SYSTEM HARDWARE SHELVING SCREW CASES AND SAMPLE HOLDERS MFD BY J.D. WARREN MFG CO. CHICAGO.



FIXTURES

We manufacture the latest style and most modern Hardware Store Fixtures at prices to get your trade.

The Cleveland Store Fixture Co.,

Factory, 153, 155, 157 & 159 Case Ave.
Salesrooms, 302 and 304 Seneca St. cor. Champlain,
CLEVELAND, OHIO.

Write us before ordering elsewhere.



C. H. & E. S. GOLDBERG,

MANUFACTURERS' AGENTS FOR

General Woodenware,

BROOMS,	*SCREEN DOORS,*	*LINOLEUM,*
BRUSHES,	*WINDOW SCREENS.*	*MATTING,*
BASKETS,	*WASHING MACHINES,*	*RUGS,*
REFRIGERATORS,	*CLOTHES WRINGERS,*	*CORDAGE,*
SNOW SHOVELS,	*HAMMOCKS,*	*TABLE OIL CLOTH,*
FLOOR OIL CLOTH,	*BICYCLES,*	*ICE CREAM FREEZERS.*

Possessing ample facilities, in their new location covering nearly a whole block, they are enabled to carry the largest stock of goods in this line known to the trade.

New Catalogue Mailed on Application.

WEST BROADWAY, READE and HUDSON STS., NEW YORK.



THE CHISHOLM & MOORE MFG. CO.,

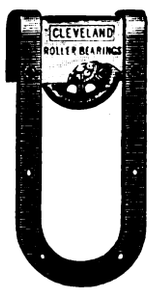
(Formerly MOORE MFG. CO., of Milwaukee, Wis.)

MANUFACTURERS OF

STEEL DOOR HANGERS and STEEL DOOR RAILS. CHAIN HOISTS, CRANES, TROLLEYS, ELECTRIC HOISTS, ETC.

Send for Catalogue.

Lake and Kirtland Sts., **CLEVELAND, OHIO.**



TRADE MARK.



A. CHIPMAN, Treas.

GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.

The Original Ring Packing.

In ordering give EXACT diameter of Stuffing Box and Valve Stem.

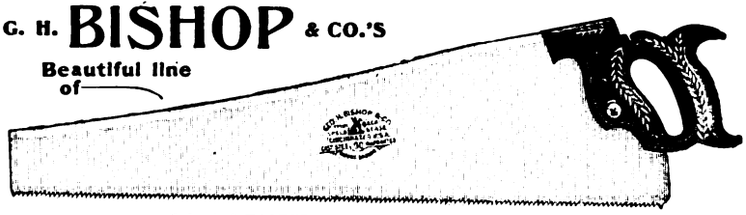
None genuine without this Trade Mark.

THE GOULD PACKING CO.,
EAST CAMBRIDGE, MASS.

SAWS

G. H. **BISHOP** & CO.'S

Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives.

KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

"WHAT EVERY MAN WANTS."

C. A. Fisk, Helena, Mont.: HARDWARE is what every man wants, who hopes to gain success in the Hardware business.

"JUST THE PAPER RETAILERS WANT."

Henry E. P. Pritchard, Philadelphia, Pa.: Enclosed find $1 for which please send me HARDWARE for one year. It's just the paper retailers want.

"THE BEST WE HAVE SEEN."

Massey & Thompson, Monroe City, Mo.: Place our name on your subscription list. Your paper is the best thing we have seen in that line.

"FILLED A PLACE NOT HITHERTO OCCUPIED."

Peck, Stow & Wilcox Co., New York. [*General Hardware, Tinners' Tools, etc.*]: Your paper has filled a place not hitherto occupied by trade journals.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Boston, Mass.—The Putnam Nail Co. has been incorporated at Springfield, Ill., with a capital stock of $5000; capital stock in Boston, $300,000.

Charleston, W. Va.—The Railway Automatic Scales Co has been incorporated by Thomas Adams, Jr., William P. Hall, Alvah W. Hall, Leroy W. Baldwin and Willard Brown. Capital stock, $3,000,000.

Chattanooga, Tenn.—The American Mfg. Co. will commence business here in a few weeks. The company will manufacture harness buckles and harness Hardware on an extensive scale. The promoters of the company are P. S. Griffith, J. B. Robinson, William M. Weber, J. K. Hodges and E. M. Prigmore.

East Orange, N. J.—The Supreme Stove & Furniture Co., principal office, No. 45 Steuben Street, has been incorporated; to manufacture furnaces, stoves, etc. Incorporators: John E. Wheeler, East Orange, N. J.; A. G. Denniston and Charles Warburton, of New York City; Robert L. Brackett, Bensonhurst, L. I.

Flint, Mich.—The American Machine Co. has been incorporated with a capital stock of $50,000.

Richmond, Ind.—The Richmond Plow Co. has been incorporated. Capital stock, $10,000.

Seneca Falls, N. Y.—The Leather & Hardware Specialty Co. is the name of a new enterprise which is soon to commence operations in the factory on East Fall Street, formerly occupied by the Davis & Stevens Mfg. Co. E. L. Bowell and F. E. Ten Eyck, formerly in the employ of the Davis & Stevens Co., will be the proprietors of the new concern. Their products will be all kinds of leather rings, packings and light Hardware specialties.

Wheeling, W. Va.—A new company called the Co-Operative Stove Co., is said to have been organized by employees of the late Fisher foundry, and a charter has been granted to the company. The company will build soon, and the site selected for the location of the foundry is the old B. & O. shop proper, in the yards at Twenty-ninth Street, near the Warwick Tool Co. This will give the new company the best railroad facilities. They will manufacture stoves and heavy castings.

Changes and Improvements.

Birmingham, Ala.—The Alabama Steel & Shipbuilding Co, awarded contracts during the week for $200,000 worth of construction work in connection with its million-dollar steel plant, now building. Contract was awarded to the Frank Kneeland Mfg. Co., of Pittsburg, Pa., for the 44-inch blooming mill; to Riter & Conley, of Pittsburg, for the construction of the producer building and for the iron work surrounding the ten open-hearth steel furnaces; contract was also let for boilers of 4000 horse-power. The steel plant is located at Ensley City, the industrial suburb of Birmingham.

Braddock, Pa.—Several acres of ground have been purchased by the Pittsburg Wire Co., adjoining its present plant, the purchase price being $35,000. Extensive additions will be made in the near future.

Buffalo, N. Y.—A certificate of incorporation has been filed with the Secretary of State by the Dold Woodenware Co., to make all kinds of woodenware. Capital, $10,000; principal office, Buffalo. Directors: Jacob Dold and Albert Dold, Buffalo; Alexander B. Enoch, Rochester.

Cincinnati, Ohio.—At the last meeting of the directors of the Niles Tool Works it was decided to build an additional structure between one of the large shops and the pattern house, the new building to be used for an extension of the shops, and to be 70x200 feet. This addition is made necessary by the crowded condition of the machinery in the shops and the fact that more is to be added. The company is now working 1000 men, and operating both night and day.

Columbus, Ohio.—The American Steel & Wire Works, which were recently incorporated under the laws of Illinois, have qualified to do business in Ohio, by filing a copy of the articles of incorporation with Secretary of State Kinney. The company has a capital stock of $24,000,000, of which $12,000,000 is preferred and $12,000,000 common stock. The principal office in Ohio is located at Cleveland, the trust taking in the steel and wire works of that city, with A. T. DeForest in charge.

Louisville, Ky.—John and Basil Doerhoefer have purchased from Mrs. W. L. Bridgeford her interest in the Bridgeford Co., manufacturers of stoves. Mrs. Bridgeford owned about one-third of the entire capital stock.

Middleville, Mich.—The Keeler Brass Co. will erect a new three-story factory building.

Mingo Junction, Ohio.—Work on the new departments of the Aetna-Standard Iron & Steel Co.'s plant is going forward rapidly. The steel plant is to be started in the near future.

Newark, N. J.—Gould & Eberhardt have received an order for eight large presses for the Rock Island arsenal. This order was awarded on the merits of the tool, as the bid was considerably above the lowest figure quoted. A large size drill press was also ordered from this concern for the Brooklyn navy yard. The company report a very active foreign trade, including several large shaper orders for England and Scotland, and a large number of automatic gear cutting machines of some ten sizes for all parts of the world.

Niagara Falls, N. Y.—A branch factory for the manufacture of ice cream separators is to be located by A. F. Gill & Co., of Lockport. The growing trade of this firm in Canada has spread out so much of late that the company have decided to manufacture here the goods needed for the Canadian and export trade.

Providence, R. I.—The American Emery Wheel Works, formerly of Boston, have erected a two-story brick building at the corner of Waterman and East River Streets near Red bridge. The first floor is used for mixing, moulding and firing the wheels, and the second for finishing.

Recent Embarrassments.

Cincinnati, Ohio.—The firm of A. H. Kerkhoff & Co., composed of A. H. George and John Kerkhoff, doing business as toolmakers at Nos. 1933-1935 Western Avenue, have failed in business.

Dover, N. H.—The Somersworth Machine Co., stove foundry, have made an assignment to Benjamin F. Neally.

Recent Fires.

Bennett Station, Pa.—The foundry of J. T. Snyder has been destroyed by fire. Loss, $12,000; partially insured.

Buffalo, N. Y.—The explosion of a lamp caused a fire in the broom factory of William S. Bentley & Co., in the rear of No. 73 Jackson Street, some days since, resulting in damage to the extent of about $7000.

Cleveland, Ohio.—A brisk fire occurred recently in the National Foundry & Stove Repair Co.'s building on River Street, owned by M. Abrahamson. The blaze was due to an explosion of gasoline, and the loss is estimated at about $1000.

Montreal, Can.—The factory of the Montreal Spring & Axle Works, owned by B. J. Coghlan, at Stadacona and Marlboro Streets, has been entirely destroyed by fire. Loss, $15,000; fully insured.

New Woodstock, N. Y.—The Belmont Powder Mills have been totally demolished by a terrific explosion of blasting powder.

Miscellaneous.

Columbus, Ohio.—The National Shear Co., which is the latest trust to be formed, and which proposes to control the cutlery business of the country, has qualified to do business in Ohio. The trust is incorporated under the laws of New Jersey, and so it acts under the corporation laws in force in this State. The property absorbed in this State is the Clauss Shear Co, of Fremont, of which John Clauss is president. The value of the plant in this State is put at $300,000.

Milwaukee, Wis.—The E. P. Allis Co. have shipped to the German small arms manufacturer, Loewe, at Berlin, $20,000 worth of electrical machinery. The Loewe factory is the one at which the Mauser rifles were made which were used by the Spaniards in the Spanish-American war.

Omaha, Neb.—The stockholders of the Peru Plow Co. have just closed their annual meeting in this city. William Holly, of Peru, Ill., was elected president; T. J. Foley, of this city, vice-president and general manager.

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THE BANNER
OIL HEATER
....Has been on the market for five years...



SIZE 8.
971 HEATER
COMPLETE.
Height, 27 in.
Wick, 9 in. in
Circumference.

Thousands are in use all over the world.

Light and Portable.

No Ashes, No Dirt.

Less Care Than an Ordinary Lamp.

Large Opening for Filling.

Indicator Showing Amount of Oil in Fount.

Perfect Ratchet Wick-raising Device.

Patent Double Drum, Increasing Radiation More Than Half.

FACTS TALK.

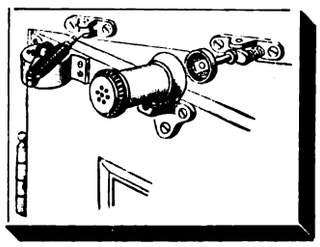
They give satisfaction to others, and will to you If not, we will refund your money....

New York.
Boston.
Chicago.

Plume & Atwood Mfg. Co.,
FACTORIES.
Waterbury and Thomaston, Conn.

WHY DON'T YOU MAKE

a thorough canvass of your neighborhood? Put an Eclipse Door Check and Spring on every store door, also the doors of schools, churches, public halls and hotels. Plenty of work, plenty of profit. We will help by furnishing printed matter with your name on; also electrotyped advertisements for insertion in your local papers. Now is the time. Let us post you.



Sargent & Co.,
New York;
and
New Haven, Conn.

TRY SOMETHING NEW.
The PLANET LEATHER Dust Beater.



They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

PLANET MFG. CO., Springfield, Mass., U. S. A

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue of.. **Scythe Stones, Oil Stones, Razor Hones** and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.

WILLIAM H. LITTELL,
HARDWARE
MANUFACTURERS' AGENT,
127 Duane St., NEW YORK.

Since 1859 connected with Durrie & Rusher, and their successors, Horace Durrie, H. Durrie & Co., Durrie & McCarty, and J. C. McCarty & Co; and for years, and until May 1, 1898, a member of the last named firm.

Correspondence with Manufacturers invited with a view to representing them to the Export and Domestic Trade. . . .

PATTERN LETTERS
For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc.
PRICE-LIST TO APPLICANTS.
HEBER WELLS,
157 William St., NEW YORK.



BEEN WITH YOU FROM THE BEGINNING.

Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.

Our Covers are the most attractive ever presented for Catalogues, Booklets, etc The Colored Inserts used in this publication are specimens of our product. . . . .

Cover NP MILLS Paper

Send for Sample Books showing three distinct styles and over thirty different Colors.
NIAGARA PAPER MILLS,
(Department "B") Lockport, N.Y., U. S. A.

HORSE AND MULE JEWELRY.



All Tags and Labels on genuine Covert Snaps, Web Goods, Rope Goods and Chain Goods bear the above Trade-Mark.

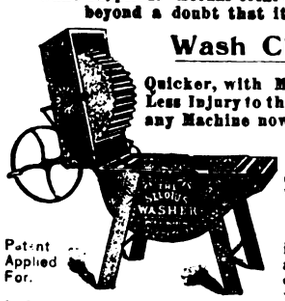
COVERT MFG. CO., West Troy, N.Y.

THE ST. LOUIS WASHING MACHINE.
UNEQUALED IN EFFICIENCY,
Capacity, and Perfect Working Qualities.

Constructed on Scientific Principles. A long felt want supplied. Actual trial has proven beyond a doubt that it will

Wash Cleaner,

Quicker, with More Ease and Less Injury to the Clothes than any Machine now in Use. . .



Patent Applied For.

The St. Louis Washer is a double acting machine, working with two cylinders in opposite directions at the same time, thus cleansing the clothes more thoroughly than could possibly be done on the old fashioned board or any other washing machine now on the market. It is so arranged that it is absolutely impossible to tear the clothes, and works so simply and easily that a child can work it without fatigue.

NEW YORK OFFICE,
168 Church St. Bet. Chambers and Reade.

Manf'd by the **ANTHONY WAYNE MFG. CO.,**
Ft. Wayne, Ind., and St. Louis, Mo., U. S. A.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Camden, N. J.—The Rubber Tire Co. has been incorporated by John S. Latta, Wm. J. Latta, Wm. F. Beasley, Henry M. DuBois and George B. Martin; to manufacture bicycles, rubber tires, etc. Capital stock, $75,000.

Kittery, Me.—The Universal Mfg. Co. has been incorporated by Benjamin F. Tripp, Walter F. Taft and others; to manufacture chainless bicycles. Capital stock, $150,000.

Weston, Ohio.—F. J. Banks, bicycles, Hardware, etc., has opened new store.

Changes and Removals.

Ashtabula, Ohio.—The Ashtabula Carriage Works are making bicycle saddle forgings, and the Ashtabula Tool Co. bicycle cranks.

Barnwell, S. C. — Erwin A. Oakman is endeavoring to organize a company to manufacture a new driving gear for bicycles.

Bristol, Conn.—Codling Mfg. Co., manufacturers of bicycle grips, etc., increased capital to $30,000.

Chicopee, Mass.—Ames Mfg. Co., bicycles, etc., selling out.

Erie, Pa.—The Kellar Machine Co. have removed to Conneaut, Ohio, where a number of local capitalists have built the company a new factory for jig making and other work.

Halifax, N. S.—Griffith Cycle Corporation, selling out.

Hartford, Conn. — The Beam Cycle Co. has discontinued business.

Marshall, Mich.—The Royal Cycle works have elected new officers and the plant will be worked to its full capacity this winter, giving employment to 125 men.

Milford, Conn.—F. M. Brown, bicycles, advertising business for sale.

Minneapolis, Minn.—Northwestern Cycle Co., reported to have dissolved partnership.

New Britain, Conn.—Senf & Hadley, bicycles, Hardware, etc., No. 147 Main Street, stock purchased by F. C. Monier, Jr., who will continue business at the old stand.

New York, N. Y.—The Colonial bicycle plant, at No. 602 West Twenty-second Street, is for sale. Capacity, 10,000 wheels, and material on hand for about 3000.

North Milwaukee, Wis.—The A. D. Meiselbach Co. manufacturers of bicycles, succeeded by A. D. Meiselbach.

Orlando, Fla.—F. N. Boardman, bicycles and musical merchandise, has opened a store in the Empire Block.

Oswego, N. Y.—The C. B. Rice Cycle Co., reported to have sold out.

Richmond, Ind.—Bell & Inman, retail bicycles, reported to have dissolved partnership.

Rockdale, Ind.—The Bicycle Wood Rim Works will be removed to Urbana, Ohio. New buildings are to be erected.

Santa Monica, Cal.—Chambers & Miller, sporting goods, dissolved; now Lee Chambers.

Toledo, Ohio.—A. S. Raymond & Co. will soon enlarge their bicycle plant by adding a nickel plating department.

Toledo, Ohio.—Joseph L. Yost, manufacturer of Falcon cycles, has sold his big plant to the E. C. Breckenridge Co., for about $50,000. J. C. Tillotson will occupy a portion of the Yost factory with a bicycle manufactory, and the remainder of the plant will be leased to the Toledo Machine & Tool Co.

Utica, N. Y.—Horth & Watkins, bicycles, etc., reported to have dissolved partnership. Succeeded by W. S. Watkins.

Warrensburg, Mo.—Emmet C. Higgins, sporting goods, Hardware, etc., succeeded by Higgins & Bear, who have removed to the building at Nos. 115 and 117 North Holden Street.

Winter Park, Fla.—Mr. Bachelor, bicycle renting and repair shop, removed to larger quarters.

Recent Embarrassments.

East Orange, N. J.—Highland Cycle concern, reported to have made an assignment.

New York, N. Y.—Justice Pryor of the Supreme Court has appointed William H. Ricketts receiver of the Bevelgere Cycle Co., of which Theron Baldwin, of No. 40 Broadway, was president, on the application of Meyer Klein.

Orange, N. J.—Lewis M. Irving, bicycles, reported to have made an assignment.

Salt Lake City, Utah.—Western Cycle Co., reported to have appointed receivers.

Toledo, Ohio.—The Maumee Cycle Co., reported to have appointed a receiver.

Recent Fires.

Buffalo, N. Y.—The enameling room of the Buffalo Wheel Co.'s factory at Jewett Avenue, near Main Street, has been destroyed by fire. Loss small; covered by insurance.

Chicago, Ill.—The stock of A. H. Andrews, No. 63 West Washington Street, has been destroyed by fire.

Clinton, Mass.— Asa Windle, bicycles, damaged by fire.

Pensacola, Fla.—The Charles Le Baron Co., bicycles and bicycle sundries, destroyed by fire at a loss of $1000; fully covered by insurance.

Philadelphia, Pa.—Thomas Thomas, bicycle store, No. 2216 East Dauphin Street, slightly damaged by fire.

Philadelphia, Pa.—John Johnson, bicycle store, No. 6332 Woodland Avenue, damaged by fire to the extent of about $400.

Plainfield, N. J.—The Bald Cycle Co., stock destroyed by fire. Loss, $25,000.

Niagara Falls, N. Y.—G. & J. Rae, sporting goods, damaged by fire.

Recent Burglaries.

Fall River, Mass.—Burglars entered J. E. Newton's bicycle store, No. 101 North Main Street, a few nights ago, and made away with a bicycle, two sweaters, two punching bags, eleven pocket knives, and about fifty cents in change.

Miscellaneous.

Hartford, Conn.—The manufacture of the Pope motor carriages and chainless bicycles will be undertaken in France at an early date, and members of the staff of the Pope Mfg. Co. are already making preparations to leave this city for Paris to superintend the work. Hart O. Berg, who has been engaged in mechanical ventures in Belgium, will go to Paris and take charge of the factory.

Syracuse, N. Y.—At the annual meeting of stockholders of the Barnes Cycle Co., held at the company's office, directors were elected as follows: C. F. Saul, H. W. Plumb, W. S. Peck, Horace White, C. A. Bridgman, H. S. White, W. Snowdon Smith, John A. Hoxsie, E. I. Rice, Aime Harnois, A. R. Peck. At a subsequent meeting of the directors the following officers were chosen: President, Charles F. Saul; vice-president, Hamilton S. White; secretary and treasurer, Charles A. Bridgman; general manager, Arthur R. Peck; attorney, Horace White.

A soldier who is stationed at Ali Musjid, in the Khyber Pass, has been using his eyes. This is extraordinary, but true. Going through the bazaars and examining the goods for sale, he was astonished to find precious few of British manufacture. He found knives from Solingen, matches from Zidaholm (Sweden), candles from Antwerp, milk (milkmaid brand) from Switzerland, playing cards from Belgium, chocolate from Turin; while America supplied razor strops, shaving and tooth brushes, and Austria provided enamelled mugs. The worthy fellow seems surprised, wonder paralyzes him, and he forthwith catechizes himself thus:—"Is it for the encouragement of the sale of these foreign articles that we are keeping 10,000 men in and around the Khyber Pass?" Yea, even so.—*The Hardwareman, London.*

As a brick fell from a carrier's hod it knocked down a Spanish flag displayed from a store-front window.

"That must have been an American brick," said a passer-by.

"Yis," said the hod-carrier above, "but it was of Oirish descint."—*Richmond Dispatch.*

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PUSH THE BUTTON!

"Just hear dem Bells."



NEW DEPARTURE

Continuous

ALARM

BICYCLE BELL...

Rings While Button is Pressed.

LATEST NOVELTY OUT.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

113 Chambers Street,

NEW YORK

"HIGH PRESSURE" RUBBER CEMENT.

Better Try It



Then You'll Buy It.



High Pressure No. 1 Brazer, FOR Bicycle Work.

A COMPLETE LINE OF

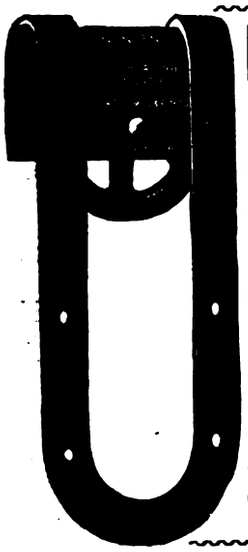
CEMENTS, OILS, ENAMEL, GRAPHITE, VULCANIZERS, BRAZERS, ENAMELING OVENS.



High Pressure No. 2 Brazing Forge, FOR Heavy and Light Brazing.

The National Cement & Rubber Mfg. Co.,

We Solicit the Jobber. WRITE FOR CATALOGUE. Dept. N. TOLEDO, OHIO,



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FORY. CO.,

So. Milwaukee, Wis.

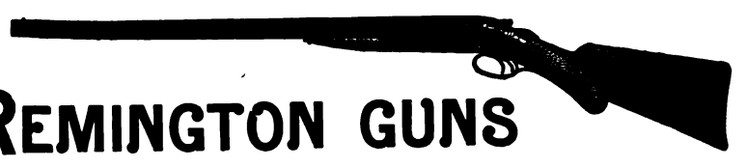
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EUGENE MUNSELL & CO.
MINERS & IMPORTERS.
NEW YORK 218 WATER ST. CHICAGO 117 & 119 LAKE ST.

BEST INVESTMENT EVER MADE.

Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

THE POPULAR DEMAND FOR



REMINGTON GUNS

HAS DOUBLED IN A YEAR.

Nearly a century of mechanical experience and the highest efficiency in workmanship, are bound to bring telling results.

WRITE FOR ILLUSTRATED CATALOGUE.

REMINGTON ARMS CO.,

313 BROADWAY, N. Y. ILION, N. Y.

THE "Norton"



Address 505 SEARS BUILDING, BOSTON, MASS.

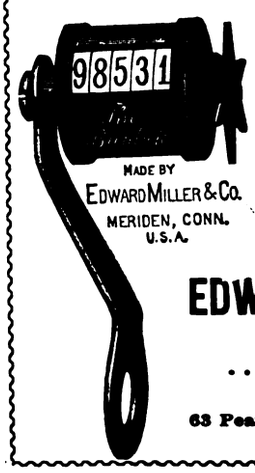
An Air Check.

A Good Seller.

DOOR-CHECK and Spring.

WRITE FOR PRICES.

The BURDICK CYCLOMETER.



Weight 1 Ounce.

10,000 Miles and Repeat.

New Principle. Reliable. Best.

Dust Proof. Water Proof.

1898 GOODS.

MILLER'S A1 LAMP.
EVERLIT LAMP.
ROYAL BELLS.

EDWARD MILLER & CO,

Factories and General Office,

...MERIDEN, CONN...

STORES:

63 Pearl St., Boston, Mass., and 28-30 West Broadway, New York.

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There is Only One Line of

Aluminum Oil Heaters

in the World.

They discount all others in

Beauty, Finish

and

Working Qualities.

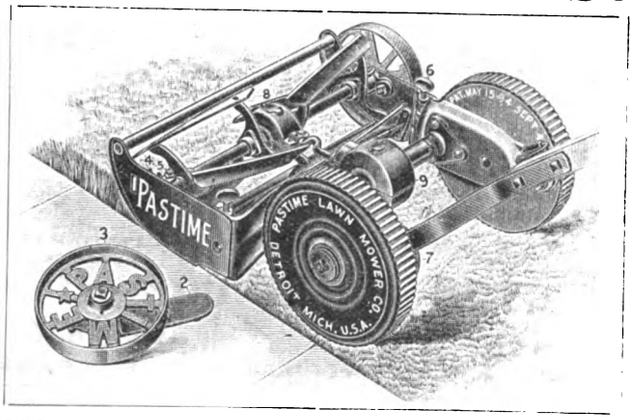
They are Big Sellers. Price is Low.

....Guaranteed not to Tarnish from Heat. Three Sizes....

NOVELTY MFG. CO.,

Jackson, Mich., U. S. A.

Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

SEND FOR CIRCULAR AND PRICES.

PASTIME LAWN MOWER CO.,

Detroit, Mich.



FRANKLIN S. MILES
MANUFACTURER OF
Brass, Iron, Steel and German Silver
SCREWS.
All kinds of Special Screws.
205 QUARRY ST. - - PHILADELPHIA, PA.

"CANNOT FAIL TO HELP OUR BUSINESS."

J. C. Tanger & Co., Hanover, Pa.: Please find $1 enlosed for one year's subscription. After examining a specimen copy, we think it one of the best, and that it cannot fail to help us in our business.

"FOR MEN NOW ON EARTH."

R. H. Bussler, Williamsport, Pa.: As per your last issue, I find your paper is published for "men now on earth." I am here, and as long as I stay I want HARDWARE, and I am going to stay as long as I can. I enclose $1 for this year, and hereafter you can collect until the inevitable comes.

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$30.00 per DOZEN

To the Trade.

BARGAIN OIL HEATER.

THIS Heater is rightly named. It is the greatest bargain ever offered in this line. It is made entirely of polished steel, polished brass, and polished aluminum; nicely japanned and nickel plated. There are no castings to break, consequently it is practically indestructible.

Burns a clear white flame without smoke or odor.

Every stove guaranteed.

DIMENSIONS.

Height, 26 inches.
Size base, 13½ inches.
Size drum, 7 inches.
Circular wick, 8 inches.
Weight, 10 pounds.



NOVELTY MFG. Co.,
Jackson, Mich , U.S.A.

THE BOSS AIR TIGHT WOOD HEATER.

New, Original Features.
ONLY SQUARE WOOD HEATER ON THE MARKET.
Constructed Like a Furnace.

...The...
MOST PROFITABLE STOVE
For Dealers to Handle.



Unequalled in
FINISH,
DURABILITY and
GOOD WORKING QUALITIES.

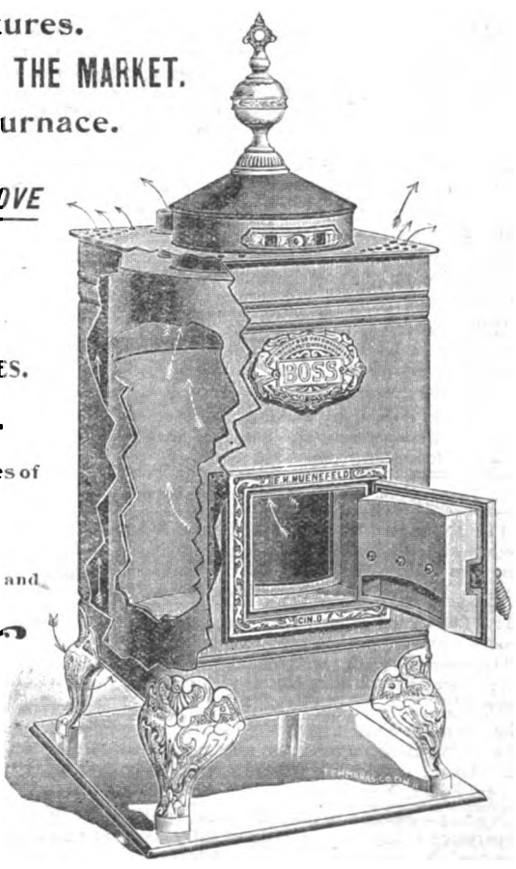
All Castings Nickel Plated.

Made in Five Sizes and Styles of
SMOOTH STEEL,
POLISHED STEEL,
PLANISHED IRON.

Secure the sale for your town and you will have no
COMPETITION.

MANUFACTURED BY

E. H.
HUENEFELD,
Cincinnati, Ohio.



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PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

GEO. W. NOCK, Manufacturer of
KEYS AND Locksmiths' Supplies,
BICYCLE Supplies. . .
148 No. 4th St., PHILADELPHIA.

ON OUR AD. LIST AS ONE OF THE BEST.

Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

A WIDE-AWAKE Hadware salesman who can display goods and sell them; none but up-to-date man wanted. One preferred who has worked where stoves and tinware are handled. Address, stating age, wages and references. LOCK BOX 56, Southbridge, Mass.

A YOUNG man thoroughly acquainted with cutlery, cabinet Hardware and carpenters' tools, as salesmen in a large retail Hardware store in New York City. Address, stating age, references and salary expected, W. V. N., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—By a large manufacturing establishment, a man to produce new articles for manufacture; line—mechanical Hardware and light machinery. Must be quick to see opening for new article and competent to design it. Trained mechanical engineer preferred. State fully past occupation and pay expected. Address "GOOD CHANCE," care HARDWARE, No. 143 Chambers Street, New York.

TRAVELING salesman for first-class line of American pocket cutlery, on commission, to best retailers throughout New England. Address C. C., care HARDWARE, No. 143 Chambers Street, New York.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stone work; must be sober, and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO., Bloomsburg, Pa.

Situations Wanted.

POSITION wanted by experienced bookkeeper and office man. Eight years with wholesale cutlery house, in charge of books, credits, collections and correspondence. Leaving on account of change in firm. Address T. E. T., No. 69 Pearl Street, Boston, Mass.

COMPETENT office-man (32), ten years' experience, first-class references, desires position, with chance for advancement, with wholesale Hardware house, or manufacturer. Salary to start, $10. "DOUBLE ENTRY," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (30) would like position in a A1 Hardware house, where he can make himself generally useful; is good penman and will go first as stock clerk, second as salesman. References from business houses abroad. Address GERMAN 350, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a position in the Hardware Trade or factory, 20 years' experience as bookkeeper, bill and entry clerk, 12 years with one firm; good reference from last employer. Address G. H. JACKSON, 76 Linden Avenue, Jersey City, N. J.

A GENTLEMAN, age 49, wishes a position as traveling salesman for some large Hardware house, with good salary or commission; of good address. Box 60, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION by an experienced metal pattern maker, familiar with modern shop practice, and competent to take charge. Address "PATTERN MAKER," No. 447 Norman Street. Bridgeport, Conn.

WANTED by an experienced and capable retail Hardware and farm implement salesman a position by January 1, 1899. I am a good all around man and not afraid to work. West preferred. Address "A. D.," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as traveling salesman, by a young man; any line; salary or commission; seven years' experience in the Hardware, stove and implement business. Address A. B. C., Canton, Miss.

ELECTROPLATER, first-class, after September 18th wants position; do nickel, brass, bronze, gold, silver, in fact, all kinds of plating, and oxydized finishing in the market; was in charge of large concerns. Best recommendations. I set up plants. Am temperate and steady. Address Box No. 371, Garrettsville, Ohio.

I WOULD like a position where there is a chance to become a salesman. I can furnish best of references and guarantee satisfaction. If interested, address COMPETENT, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a place. Am twenty years old; have had one year's experience at tinners' trade, both inside and outside work. Good references. LOUIE S. DUSTIN, Cerro Gordo, Ill.

THOROUGH Hardware, mill and machinists' supply man desires position as store, city or road salesman. Will go anywhere. Sixteen years' experience. Married. Strictly sober. A1 references. Address "HINGES," care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

AS superintendent, foreman or master mechanic, by a practical me a pattern maker. Posted on ornamental and complicated carved work. Competent to design dies, tools, jigs; to manufacture sheet metal and stamped goods, patented and builders' Hardware in malleable gray iron and brass. Will express working sketches and samples of ork as references. Address "DIES AND TOOLS," care Cronin, No. 3645 Union Avenue, Chicago, Ill.

WANTED—Position as salesman. Thorough knowledge of builders' Hardware. Can estimate from plans, etc. Have a good trade following in New York and vicinity. No objections to the road. Address VULCAN, care HARDWARE, No. 143 Chambers Street. New York.

YOUNG man with twelve years' experience in retail Hardware stores, past eight years as buyer and manager, wants situation, either inside, or would arrange with manufacturers to handle lines sold to the Hardware trade, on commission. Address E. M. C., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGH Hardwareman, age 26, a hustler, A1 references, desires position as house or road salesman; road preferred. F. W. M., care HARDWARE, No. 143 Chambers Street, New York.

WANTED by a competent double entry bookkeeper and cashier, with an office experience of twelve years in the Hardware business, is open for engagement with wholesale or retail house, or manufacturing concern; age, 36; married; best of references as to habits, ability, etc. Address P. O. Box 73, Burlingame, Pa.

HARDWAREMAN, of fifteen years' experience, would like position in either wholesale or retail business. Well posted to buy or sell. Would prefer New England. Address C. D. M., care HARDWARE, No. 143 Chambers Street, New York.

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Situations Wanted.

POSITION as buyer or manager; seven years' experience as such; well posted in Hardware, paints and oils Am 35 years of age and can furnish best references. Would travel if desired. W. F. D., No. 254 Mt. Pleasant Avenue, Newark, N. J.

SALESMAN—Young man; hustler; any line; salary or commission. B. LURIE, No. 179 East 107th Street, New York City.

SALESMAN who has sold the Hardware export and department store trade of New York and vicinity. is open for engagement. Would like to hear from manufacturer wanting a representative in above territory. Address H. P. F., care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

HARDWARE salesman with fifteen years' experience is desirous of making a change. Am familiar with all details of the business from the office to the road. Have an established trade in Greater New York and vicinity. Address NASSAU, care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

BICYCLE builder and competent repairer wants position with house handling bicycles; understands buying and selling Fittings and Sundries; also competent to superintend a bicycle factory, or would go on the road; twenty years' experience. Address G. G, care Rose Bicycle Co., No. 139 Early Street, Providence, R. I.

SALESMAN, twelve years' experience in retail Hardware, stoves and house-furnishing goods; A1 New York City references as to ability and character. Age, 30. Am willing to go out of New York City. Address C. H. D., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE salesman, aged 26, wants position after July 1st. Familiar with sporting goods, also paints and oils. Highest recommendations. Address HARDWARE AND SPORTING GOODS, care HARDWARE, No. 143 Chambers Street, New York.

COMPETENT machinist, die and tool maker, 41 years of age, with twenty-five years' experience in various lines of work; quick to improve and apply devices for saving time and labor. Can handle men to good advantage; able to assist manufacturers with suggestions in getting out new inventions; an expert and hustler at the bench. Address "EXPERT," No. 3027 Poplar Avenue, Chicago, Ill.

SITUATION wanted in retail Hardware business; ten years' experience. Can speak French, Belgian and also some German. Best of references. Prefer to work in this State (Wisconsin). Address J. E. CRAITE, General Delivery, Milwaukee, Wis.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

SIX years a postmaster, nine years a general merchant, would like position in large store handling Hardware, with opportunities for advancement. Would go on the road. New England preferred. Address F. P. M., care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in a retail Hardware store by a sober young man who is energetic, honest and reliable; have had three years' experience. Can furnish the best of references. C. M. LESH, Americus, Kan

YOUNG married man, age 31, desires position as salesman, shipper, clerk or collector, in coach Hardware or house-furnishing goods or general Hardware; have had nine years' experience with one firm. A1 references. Address ROCHESTER, care HARDWARE, No. 143 Chambers Street. New York.

WANTED—Position as collector or salesman for some firm. Will furnish bond if desired. JOS. CHARBONNEAU, Medina, Ohio.

POSITION with manufacturer or wholesale Hardware firm by party having had ten years' practical experience buying and selling builders' and general shelf Hardware. Employed now as buyer in New York City, but desires a change. Address H. B. M., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

THOROUGH Hardwareman, 34 years of age; married; strictly sober - a hustler with A1 references, desires position as house or road sales; man. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK Box 108, Burlington, Kan.

A PRACTICAL builders' Hardware salesman, ten years' experience, desires a position in a wholesale house. Can estimate from plans and specifications. Address WOODRUFF, care HARDWARE, No. 143 Chambers Street, New York.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

AN experienced business man, for some time manager of a leading maker of metal bedsteads and ornamental castings, thoroughly acquainted with all details. A1 salesman, unequalled acquaintance with leading buyers; fully qualified to represent an A1 concern; open for an engagement of a salable line. "BUCKEYE," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake Iowa.

YOUNG man (20) desires position. Four years' experience wholesale Hardware house; rapid figurer; of good address and business tact knowledge stenography, typewriting and double-entry bookkeeping best of references. Address "AMBITIOUS," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

AN A1 salesman wants a few lines of commission goods. Must be A No. 1 goods. Field: Ohio, Michigan, Indiana, Illinois and Kentucky. State commission. Address BOX 323, Thorntown, Ind.

AN experienced commission traveling salesman now successfully handling several A1 lines, would like to add two or three others, providing terms, and goods are all right. Field: Michigan, Indiana and Ohio. Address "BEST TRADE," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

STAPLE side line offered to traveling salesman with a good wholesale Southern or Western trade. Address R., No. 113 Miller Street, Newark, N. J.

SALESMAN wanted to sell as side line to Hardware, plumbers and gas fitters Incandescent Gas Mantels; our prices are the lowest, and goods of highest candle power and durability. Big inducements for hustlers. Address W. G. TUCKER Co., No. 555 East 116th Street, New York City.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Addess ULRICH MFG. Co., Rock Falls, Ill.

For Sale.

FOR SALE—A clean, up to-date stock of Hardware, well assorted; good location; cheap rent; in an Indiana gas town of 25,000 inhabitants; plenty of factories and hustle. Will invoice about $5000. No better town in United States. Address H., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

A NICE, clean stock of Hardware in one of the most prosperous county seats in Ohio. An established and profitable business. Good reason for selling. Address, immediately, "WARWICK," care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

MANUFACTURERS of important lines of Hardware or popular specialties; desiring an intelligent representation in Chicago, capable of covering the Western trade centering in that city; may find it advantageous to enter into correspondence with the subscriber, who possesses the necessary experience to complete arrangements which would be found profitable to those interested. Address "UP-TO-DATE," care HARDWARE, No. 143 Chambers Street, New York.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. Co., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware, steel, or kindred products, by young man of executive ability and wide experience. Bond, if required. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Wanted to Purchase.

WANTED to purchase a retail Hardware, house-furnishing, lumber, building material or coal business in a live, growing town, having a good location, doing a good business. State full particulars and price. JOHN R. SWARTZ, Hughesville, Pa.

Home and Export.

PARTY taking charge, July 1st, of Eastern Hardware manufacturers, New York City and export trade, wishes to add several kindred lines. Twenty-five years' experience marketing goods. References. Address H. B. S., care HARDWARE, No. 143 Chambers Street, New York.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

WE illustrate herewith our new 38 cal.

HAMMERLESS,

AUTOMATIC SHELL EJECTING REVOLVER,



Central fire, S. & W. cartridge, 3¼, 4, 5, and 6 inch barrels It is a beauty, and the price is right, as well as the workmanship. Absolutely safe. The internal hammer is rebounding.

This makes our line very complete. Dealers, have you a complete line? If not, why don't you enquire about them? We gladly answer all letters. Complete catalogue sent to any address on application.

HARRINGTON & RICHARDSON ARMS CO.,
WORCESTER, MASS., U. S. A.

FREE TO HARDWAREMEN.

A sample of our new weight "56" SPOON—

NICKEL SILVER TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,
EAST BRIDGEPORT, CONN.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.



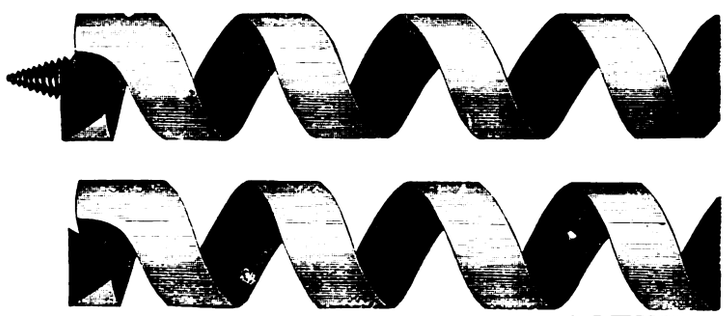
There are others, but none like or equal to the Centennial. It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.

Manufactured only by

COONEY, SEINER & CO.,
17, 19 and 21 E. South St., INDIANAPOLIS, IND.

SNELL MANUFACTURING COMPANY, FISKDALE, MASS.



Ship Augers & Ship Auger Bits....

These goods are made by skilled mechanics on new and improved machinery from especially selected cast steel made for the purpose. . . .

The large increase in their sales testify to their quality that they are superior to any other make.

They are finished so they can be used to bore with the grain as readily as across the grain, through the knottiest timber without swerving. . . .

AGENTS:

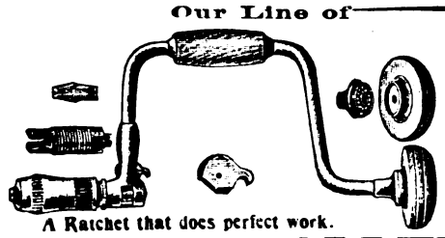
John H. Graham & Co.,
113 CHAMBERS ST., NEW YORK.

Underhill, Clinch & Co.,
94 CHAMBERS ST., NEW YORK.

LANCASTER MACHINE & KNIFE WORKS, LANCASTER, N Y.

Our Line of

BRACES AND CLEAVERS



A Ratchet that does perfect work.

Is Most Complete,
Quality the Highest.

HAVE YOU OUR CATALOGUE?



Warranted.

ALLERTON-CLARKE CO.,
Sole Agents,

118 Lake Street, CHICAGO, ILL.

97 Chambers and 79 Reade St., NEW YORK.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters..... } 40&12½%
Ship Carpenters..... }
Railroad.....

Ammunition—

CAPS, PERCUSSION—₩ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....35 @ 50c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....3. @ 28c

CARTRIDGES—
Rim Fire Cartridges.....80&5&2%
Rim Fire Military.....15&5&2%
Cent. Fire, Pistol and Rifle.25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$2.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00.....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....20&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40 & 10 & 10% 4 & 10 & 10 & 10%
"Black Club," Black Powder... 4 & 10 & 10 & 10% ¼@10 & 10 & 5%
"Smokeless" Nitro Powder... 40& 0&10&10% 4f & 10&10&10%
"Acme," Dense Nitro Powder...
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₩ 1000—
B.E., 11 up.80c..B.E., 9&10..70c
B.E., 8.....80c..B.E., 7.....80c.
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50
} 20&5%

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags ₩ bag.....$1.25
Drop Shot, sizes smaller than B, 5-lb bags, ₩ bag.....$ .30
Drop Shot, B and larger sizes, 25-lb bags, ₩ bag.....$1.50
Drop Shot, B and larger sizes, 5-lb bags, ₩ bag.....$ .35
Buck Shot, 25-lb bags, ₩ bag....$1.50
Buck Shot, 5-lb bags, ₩ bag....$ .35
Chilled Shot, 25-lb bags, ₩ bag..$1.53
Chilled Shot, 5-lb bags ₩ bag..$ .35
Dust Shot, 25-lb bags, ₩ bag....$2.00
Dust Shot, 5-lb bags, ₩ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Duck'ng, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange "Extra," F, FF, FFF, in canisters of 1 lb each..... .25
F, FF, F'F, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 2 lb each..... 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 1 ½ lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 2.25
Orange Sporting, Nos. 1 and 2, in kegs of 25 lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder, In kegs of 25 lb each..... 4 00 [100 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each..... 2.25
Blasting and Mining, "B," CC, C, F, FF FFF, FFFF, in kegs of 25 lb each..... 1.50
Fourth of July Powder, In kegs of 25 lb each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Orystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.60
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.35
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder: Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—
TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks ₩ 100.0 .....$5.50
Expert Traps, each. $5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montrose, Galien, Mich.:
Camp's Success.....₩ doz. $3.80
Galien Safety.....₩ doz. $3.75
Hartman's Pivot.....₩ doz. $4.75
Iowa Farming Tool Co.:
Hackeye.....₩ doz $3.25
Western.....₩ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₩ doz. pairs. .75
Burt'n's, No 2....₩ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₩ doz. pairs.$1.00
Kohler's:
Invisible, No. 3.....₩ gro. $6.00
Perfect, No 2.....₩ gro. $7 00
Bolt Holder, No. 1.....₩ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, ₩ lb 9c.....1b@15c 5%
Hay-Budden, Wrought.... 8¾@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8¾@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine .....75&10@80%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car. No. 20.60%
Nobles Double Spur, No. 32.70&1 %
No. 10 Extension Lip....40&40&10%
No. 10 Extension Lip pattern car bit.....40&40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@10%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Jennings' Pattern.....70%
Snell's Car Bits.....60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $4.00, 2.@25&10%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10%
Clarks' Large, $26.00.....50&10%
Ives' Model, ₩ doz. $60 ...50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—
Common.....₩ gro. $2.75@$3 25
Diamond ₩ doz. $1.25.....40&10%
Douglass'.....40&10@50%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shenarrison's.....45&10@50&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood.40@ 40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....6 @70%
K. & F.....50&10&10&5%
Morse.....6 &10&10%
Syracuse, for wood.....40%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....6 &1 &5@70&5%
K. & F. Straight Shank...60&1 &10%
Morse Straight Shank.....60&10%
New Process.....60&10@7 %
Standard.....60&10@70%
Syracuse.....60&10@7 %
W. & B Diamond.....70&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....40@40&10%
Watrous'.....40%

Awl and Auger Handles—
See Handles.

Awls—
Handled Brad, ₩ gr.....$2 00@$2.25
H'ld Scratch ₩ gr.....$3.5 @$4.00
Pat. Peg ₩ gr..... 3 @35c
Sewing, Com.....₩ gro., 35c@$1.00
Should. Peg ₩ gr.....$1.35@$1.45
Shouldered Brad, ₩ gr...$1.M @$1 65
Basket Scratch ₩ doz....$1.0 @$1.10
Stanley Rule & Level:
Handled Brad..... .....40&10%
Patent Pegging..... .....50&10%

Awl and Tool Sets—
Aiken's Awls and Tools:
No. 10 ₩ doz. $7.50; No. 20, ₩ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 42, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3. 0; 45, $4.50; 65, $6 00; 75, $9.00; 175 $.0.00 ₩ dozen net.
Stanley's Excelsior, No. 1, $7.00; No. 3, $4.00; No. 8, $5.5.....40&10%

Axes—
First quality, best brands.$5 00@5 25
First quality, other " $4.50@4.75
Beveled add 50c ₩ doz.

HATCHETS—
Collins.....10%
Find ay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 40& 12½&10%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40& 7½%
Lathing.....4 & 2½%
Shingling.....4 & 2½%
Warehouse.....40& 12½%
Vulcan Tool Co.....50%
D. Simmons & Co.
Broad.....5 &5%
Shingling and Claw.....5 &5%
Lath, Hunters' etc.....50&5%

Balances—
Chatillon's:
No. 2000 20 30
₩ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 lb. .....₩ doz. 90c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—
National.....30%

Beef Shavers—
Enterprise:
Japanned, each, $6.50.....20%
Tinned, each, $7.50.....20%

Bells—
HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.50@50&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—
Com'n Wrought...50&10@50&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....50&10%
Western, Sargent's list.....75%

Bellows—
Blacksmith's.....70@70&10%
Hand.....50&10@50&10%
Moulders.....50&10@50&5%

Belting, Rubber—
Boston Belting Co.:
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye .....60&10%
Shield High Grade.....50&10%
War. 2 X L.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₩ doz.....20%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....₩ pair, $6.50
W. & P.....₩ pair, $7.00

Bit Holders—

Angular.....40&5@40&10&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives' ₩ doz. $30.00.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₩ doz. $3..33⅓@33⅓&10%
Excelsior..₩ doz. $10.00...50&10&2%
North's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₩ gro. sets.....$5.50
Gorhans Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr..$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9 00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....80%
Pat. Automatic.....80%
Perfect Safety.....80%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@85%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list.50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@80%
Norway Iron, list Oct. '84..5&10@75&10&5%
Phila., Eagle, list $3.00.85&10@85&15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96. 75%
Bay State, Fluted.....75%
Eagle Phila., list Feb. 26, '96...85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '83..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....20%

Borers, Bung—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.....20&10@85%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $2.50 each
Ives'.....33⅓&5%

Boring Machines—

Without Augers.

	Upright.	Angular.
Douglass'	$2.50	$2.00
Jennings'	2.50	3.00
Millers Falls		7.50 15&10%
Snell's. Rice's Pat.	2.50	$2.75

Bow Pins—

1¼ inch, ₩ gro.....$4.50@$5.00
inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American.$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
O. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.80&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....9J&10@9J&20%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....35%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....35%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Narrow.60&10@60&10&5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle.₩ gr....$2.00@2 25
Sardine Scissors...₩ doz. $2.00@2 25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2 50.....70&10%
Universal, ₩ dos. $3.00.....55&5%

Cards—

Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@$1.00
Cast Steel, Polished.....₩ doz. $2.25
Socket.....₩ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen.	Cyclo Bearing	₩ doz. $37.00
Crystal.		₩ doz. $16.00
Gold Medal.		₩ doz. $24.00
Grand.		₩ doz. $36.00
Grand Rapids.		₩ doz. $22.00
Hall.		₩ doz. $60.00
Prize.		₩ doz. $24.00
Premier.		₩ doz. $24.00
Superior.		₩ doz. $24.00
Welcome.		₩ doz. $24.00

Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ dos. $21.00
Furniture Protector, Japan.....₩ dos. $22.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap...₩ dos. $20.00
"Standard A," Nick..₩ dos. $22.00
Lots of 6 dozen $1.00 per dos. less.

TOY LINE—

Baby.....₩ doz. $2.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $5 00
Little Queen.....₩ doz. $3.50
Missee.....₩ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—
"Improved Victor," ₩ doz. net $13.00
"Criterion," ₩ dos. net.....$16.00
"Popular," ₩ doz net.....$12.00
"Sovereign," Jap. ₩ doz. net..$17.00
"Sovereign," Nic ₩ doz. net $19 00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9 00
Eureka	$12 00
Ladies' Friend No. 1	$ 5.00
Ladies' Friend No. 2	$18 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap.	$2 00
Banner, Broom-Action, Nic.	$ 2.00
Reliable, Broom-Action, Jap.	$ 0.00
Reliable, Broom-Action, Nic.	$22.00
Rapid Broom Action, Jap..	$20.00
Rapid Broom-Action, Nic..	$22.00
Selected, Broom-Action, Jap	$20.00
Select, Broom-Action, Nic	$22.00
Easy, Cam-Action, Jap	$21.00
Easy, Cam Action, Nic	$22 00
Gilt Edge, Cam-Action, Nic.	$22.00
Acme, Cam Action, Nic	$24.00
Common Sense, Cam-Action, Nic	$24 00
Our Best, Cam-Action, Nic.	$24.00
Majestic Cam-Action, Nic.	$24.00
Our Own, Cam-Action, Nic.	$24 00
Imperial, Cam-Action, Nic.	$25.00
Model, Cam Action, Nic.	$24.00
Grand Republic, Broom Action, Nic	$38.00
Mammoth, Broom-Action, Nic	$72 00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Brass Bed.....60@60&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....60@60&10%
Martin's Patent (Phoenix).60@60&5%
Plate.....66⅔@70%
Rocket Truck Casters.....50@50&10%
Stationary Truck Casters....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, in 1000 pound lots. 3-16 ¼ 5-16 ⅜ 7-16 ½ ⅝ ¾ $6.00 4.25 3.25 2.90 2.75 2.65 2.45 2.40
Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&5%
Covert's Heel Chains.....45&5%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25%
Family.....net ₩ dos. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....70@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Witherby.....
C. E. Jennings & Co. No 70....35&10%
Jennings & Griffin Mfg. Co....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

COLD CHISELS—

Good quality, ₩ D.....14c@16c
Snell's Best C. S.....50&10%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50..25%

Clamps—

Adjustable, Cincinnati....15&10@15&10&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati....15&10@15&10&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co..40&10%
R. I. Tool Co.'s Wrought Iron....25%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₩ doz. $3.25
Star Shank.....₩ dos. $3.75
Star Socket.....₩ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine. Each $15 00...15%
New '98, Chicago..Each $8.75...15%

TOILET

Chicago Flexible Shaft Co.'s:
Handy.....₩ doz $7.20 net
Mascott.....₩ doz $8.40 net
Monitor.....₩ doz. $9.00 net
Stewart Pat.....₩ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&16@60&10&5%
Enterprise Mfg. Co.....35%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers.
70@70&10%
Stevens's "Ideal".....35&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent
Spring Calipers and Div...35&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....20%
Barton's.....20@30&5%
Beatty's.....33⅓%
L. & I. J. White.....20@30&5%
Sandusky Tool Co.....25&10@35&10%
Shaves, Cincinnati Tool Co..
15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40&
10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretzinger Cut-Easy, ₩ doz.
$3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....25@35&10%

Counter Sinks—

Adjustable.....30%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....30&10%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $2.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96.....35&10%
New York Stamping Co. List,
Sept. 17, '97.....25@25&10%
Perfect.....35&10%
Rubber, ₩ doz. $7.50.....35@35&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List.
50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—

Electric Door Opener, complete. $9
50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50,
70@75%
Star (Coil), list Oct. '95.....33⅓&10%
Torrey's Rod, 39 in, ₩ doz $1.20@1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@80&5%
Ohio Tool Co.....75&10&5@80&5%
P. S. & W.....75&10&5@80&5%
Witherby.....75&10&5@80&5%
Watrous.....30&10@40%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩
doz.....$15.00
Breast, Millers Falls, each $3.00
15&10%
Breast, P S & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00:
Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $3.00
Paine, Diehl & Co.'s Keystone 33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.00
Dover, No. 10.....₩ gro. $5 50
Dover, Steel Handle No. 10, ₩
gro.....$5.50
Dover, Extra Heavy, No. 15, ₩
gro.....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.6 c. ea.
Lead Covered Wire No. 18, No.
16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P.,
2.00 ₩ doz.
Whistles, Speaking Tube, Por-
celain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50
each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, CF FF.
Kegs, ₩ lb.	4½c	5c	3c
½ kegs, ₩ lb.	4½c	5½c	3½c
¼ kegs, ₩ lb.	5c	5½c	3½c
10 lb cans, 10 in case....	6c	6½c	5½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—

No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—

Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—

Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots
50&10%
Bohren's Pat. Rubber Ball.....25%
Fravy's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal
Key.....50&10%
John Sommer's "Duplex," Metal
Key.....60%
John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Met-
al Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50&10%
John Sommer's "Diamond," Lock
40%
John Sommer's "Eclipse," Lock..
40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50&10%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....60%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand,"
Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@30&10%
Royal.....75%
Second Quality Files.....60&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Filters—

Seed's Water Filters:
A 1, No. 2, No. 3, No. 4,
$4.00 $2.50 $1.50 $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (60%
base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay.....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&20%
Columbia, Spading.....75&5&2%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....70&12½%
Victor, Manure, 4 tines.....70&12½%
Victor, Manure, 6 tines.....70&20%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.....	0	1	2	3	4
₩ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₩ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse ...₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse,
₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—

Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....35&10%
Marking, Mortise, &c..60&10@60&
10&10%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and
Scratch.....25&10%
Copeland Champion Bit ₩ doz
$3.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....35%
Rotary Nutmeg.....₩ gro. $9.00

Grindstone Fixtures—

Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $4.50

Halters—

Covert Mfg. Co.....45&2%
Covert's Saddlery Works:
'96 List.....60&20%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....50&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25,
1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail..
40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....30%
Sargent's New List.....45@50%
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 35c } 30@30&10%
Over 5 lb.....₩ lb 30c
Wilkinson's Smiths....9½c@10c₩ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@
50&10&10%
Door or Thumb:

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.05	1.25	1.50

60&10@70%

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Drawer Handles.....60%
Ring Handles.....70%
Roozin's Latches.....50&10@60%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....50&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....60&10@66⅔%
Japanned, with Nuts.....$1.62
Japanned, with Plate.....$1.10
Japanned, without Plate.....80c

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....60&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60
&10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....₩ gr. $3.25@3.50
Auger, large.....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10%
No. 2 to 33⅓.....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Brad Awl.....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted.....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane.....40&10@60%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—

Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00.....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door.....50%
Cronk's Roller Bearing, No. 4, $15.00; No. 5, $26.00....70@70&10%
Cronk's Steel cov'd Lower Axle. 60&10@70&20%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....50@50&10%
Lanes Barn Door:
Barn Door, Standard.....60&10%
Covered.....60&10%
No. 50.....6 &5%
New Model.....4 &10%
Parlor, Standard.....4 &10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs.....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge.....50@50&5%
Stowell Mfg. Co.'s Barn Door
Badger.....60 &10%
Climax.....55&5%
Interstate.....60 &15%
Magic.....5 &10%
Matchless Covered.....60& 0%
Nansen, Roller Bearing....60&10%
Parlor Door.....5 &10%
Wild West.....5 &5%
Zenith, for Wood Track.....5 &5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....5 &5%
Street Car Door.....50&10%
Terry Ideal.....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered.....60%
Terry's Safety.....60&5%
Terry's Solid.....60&10&10&5%
Terry's Wrought.....60&10&10%
Universal Anti-Friction.....40%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.6 &10&2½%
Warner's Pat.....30&10&10%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.10 ₩ doz.....40&10%
Wrought.....35&10&5 90%
Wrought, Stanley.....35&35@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Corn, and Spear Point.....50%
Auburn Straw.....40%
Lightning, from jobbers.....$6.00
Wadsworth's.....40&5@40&5⅞%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..7½@75&5%
Rolled Blind Hinges Nos. 23 and 24 50&10@60&10&5%
Rolled Plate..... } 70&10@70&10&5%
Rolled Raised.... }
Plate Hinges "Providence" 6 to 12 in. ₩ lb. 5c. 14 to 36 in. ₩ lb. 4c.
Screw Hook and Strap. { 6 to 12 in., ₩ lb. 3½c; 14 to 20 in., ₩ lb. 3¼c; 22 to 36 in., ₩ lb. 3 c

STRAP AND T HINGES—
Light Strap Hinges.7½&10% @75&10&10%
Heavy Strap Hinges.80&10@80&10 &10%
Light T Hinges.....7 @70&10%
Heavy T Hinges.....75&5@75&10&5%
Extra Heavy T Hinges..8 @80&10%
Long Chest Hinges..70&20@80 &10%
Hinge Hasps.....60&10@60&10&10%
Crate Hasps.....60&10@60&10&10%
Crate Hinges.....75&10&5%

SPRING HINGES—
Bommer's.....40%
Bardsley's Patent Checking.....15%
Chicago.....30%
Champion.....60%
Zell's American.....30%
Matchless, Double Action.....35%
New Idea, No. 1, ₩ gro.....$7.50
New Idea, No. 2, ₩ gro.....$18.00
Rex.....₩ gr. $13.00
Royal Japanned.....60⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double..60&10%
Mortise.....55%
Model.....70@70&10&10%
Tuscan Surface, Single.....7 %
Tuscan Surface, Double.....70%
Vigilant.....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894.....30%
Union Mfg. Co.....35%
VanWagoner & Williams Hdw. Co.:
Acme.....30&5%
American.....3 %
Columbia, No. 11.....₩ gro. $8.00
Columbia, No. 18.....₩ gro. $24.00
Crown.....30%
Gem.....30%
Knoxall.....₩ gro. $9.00
Oxford.....30%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic.....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3.....70@70&10&5%
N. E.....₩ doz $7.80.....@40&10%
N. E. Reversible.....₩ doz $5.60 60@60&10%
N. Y. State..₩ doz $4.20..60@60&10&5%
Shepard's Nos. 1, 2, 3.60&10@60&10 &5%
Western, ₩ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....50&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....30&10%
Nos 40 and 50.....9%
Huffer.....50&10@70&10&10%
Parker.....75@75&10%
Sargent's Nos. 1, 2, 5, 11, 12, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....50&10%
Buffalo Gravity Locking, Nos. 1, 2 and 5.....30& 0 &5%
Champion Gravity Locking Nos. 7.....10&10&10%
1868, Old Pat'n, Nos. 1, 2 and 5, 10&10%
Tip Pattern, Nos. 1, 2 and 5, 10&10&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103.....30%
Niagara Gravity Locking, Nos 1, 2 and 5.....30&10%
Noiseless, Nos. 50, 60, 65 and 75.50%
O. S. Lull & Porter.....30&10&5%
Pioneer, Nos. 000, 45 and 5½.....5&5%
Steam Boat Gravity Locking, No. 10.....30&10&5%
Stranger's Noiseless.....75%
Mortise Gravity.....50%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30.....40&10%

Hitching Cords—

Covert Mfg. Co.....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $2.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit 6 doz. $4.00 net
Cruciole Cut-Easy..₩ doz. $4.50 net
Cotton.....30&10%
Dunlap's Boys', Ladies', Toy.....30%
Garden.....30%
Ladies' and Boys'.....35&5%
Mortar.....75&25%
Iowa Crucible Socket.....75&20%
Magic.....₩ doz $4.00
Mattock Hoe.....₩ doz. $3.75 net
Planter's.....30&15%
Texas Cut-Easy.....₩ doz. $4.25 net
Warren Hoe.....60&10%
Weeding.....75&5%

EYE—
American Axe & Tool Co.....70%
Grub.....75@75&10%
Lane's:
Crescent Planters Pat.....45&5%
Razor Blade, Scovil Pat.....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil.....30@30%

Hog Rings and Ringers—

Hill's:
Rings.....₩ gr. boxes..$3.00@$3.25
Ringers.....₩ doz. 54@55c
Kohlers, Horse Nail, Ringers, ₩ doz. $9.00
Perfect Rings.....₩ gro. $7.00@$7.50
Perfect Ringers.....₩ doz. 85c

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Peerless Enameled-Ware...70&10%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....40&10%
White-Ware.....30&10%

STOVE HOLLOW-WARE:—
Ground.....60&10&10@70%
Unground.....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....65⅔@66⅔%
Maslin Kettles, ...75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&10&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

BUSH—
Jennings & Griffin's.....40&10%
Light ₩ doz. $5.00 Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....60&10%
Chandelier.....70%
Clothes Line, Sargent's list...5 &10%
Coat and Hat, Sargent's list..60&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....50@50&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....₩ doz $1.35
Cotton Pat. (N. Y. Mallet & Handle Works.....30%
Hammock Hooks, E. C. Stearns, ₩ doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....33⅓%

WIRE—
Atlas Coat and Hat.....50&10%
Belt.....60&10%
Handy Coat and Hat.....70%
Steady Ceiling.....70%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....70&10%
Hooks and Eyes—Mal. Iron.....75%
Cotton, Box and Hay.....60%

Horse Clippers—

See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10
A. C.		25c	25c	22c	21c	21c.

40&10%

American, all sizes, 2½c.....net
Ausable.....25c 25c 25c 24c 23c. 40&10&5%
Anchor.....22c 21c 20c 19c 18c.....40%
C. S. K.....25c 23c 23c 21c. 21c 40%
Capewell...19c 18c 17c 16c 15c..10&5%
Champlain..25c 25c 25c 24c 23c 40&5&2%
Clinton Fin.19c 17c 16c 15c 14c. 30&10&5%
Essex.....25c 25c 25c 24c 23c. 40&10@50%
Lyra....9½c 9½c 9½c 9½c 9½c., net
Maud S.....23c 22c 22c 21c. 21c 40&10&5%
Northw't'n.25c 25c 23c 21c 20c. 25@25&5%
Putnam.....22c 21c 20c 19c 18c.....25%
Snowden, 9½c 9½c 9½c 9½c 9½c., net
Vulcan.....23c 21c 20c 19c 18c.....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb'rs. $3.15@$3 25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$3.75@$3 90
Gibb's Rubber Cushd. ₩ set, $1.50
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.00
Perkins Improved Snow.....₩ set
W. & B Rubber Pad....₩ set, $3.50

MULE—
Add 50c ₩ keg to above prices.

Horse Ties—

Covert Mfg. Co.....45%

Hose, Rubber—

Boston Belting Co.:
"Boston".....60&10&5%
"Imperial".....40&5%
Competition.....75@75&10%
Extra.....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@70&10&5%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....₩ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....₩ doz. $12.00
Ice Crusher, No 3, ₩ doz. $3.00
Ice Crusher, No. 2, ₩ doz. $6.00 } 50&10%
Ice Crusher, No. 1, ₩ doz. $9.00
Ice Tools.....₩ doz. $4.00
Sargent's Ice Awls.....50%
Snell's.....50%
Star.....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 22, ₩ doz. $6.00..25%
No. 24.....₩ doz. $15.00.25%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain.....15@20%
Spun Brass, plated inside with White Metal.....10@15%

Knives—

Ames':
Bread Knives.₩ doz. $1.50...20@25%
Butcher Knives.....25@25&10%
Shoe Knives.....25@30%
Dunlap Kitchen and Bird Knives 25%
Foster Bros.' Butcher, &c.....40%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives.....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr.....$1.25@$1.50
Carriage, Jap.....₩ gro. 80c, 40&10%
Door Knobs, Hemacite.....60&10%
Door Mineral.....₩ doz. 85c@$1.00
Door Por. Jap'd.....₩ doz. 65@70c
Door Por. Nickel..₩ doz. $1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....50&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '93. 40%

Lace Leather—

John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₩ ft. 18c
Tanned Side Lace.....₩ ft. 20c
Cut Lacings, ¼ in., ₩ 100 ft...$1.00
Cut Lacings, ⅜ in., ₩ 100 ft. $1.25
Cut Lacings, ½ in., ₩ 100 ft. $1.50
Cut Lacings, ⅝ in., ₩ 100 ft...$2.00
Cut Lacings, ¾ in., ₩ 100 ft...$2.25
Discount from list, 60%

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Latches—
Crook's Sliding Door.....60%
Lane's Barn Door.....40%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40%
Genuine Philadelphia Mowers:
Styles M., S., O., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$6 00 $6.25 $6.50 each net
Pennsylvania.....60&10%
Rapid Transit.....70&10&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—
Enterprise.....35%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₩ doz. $12.00 $15.00 $24.00..35%

Lead Pipe, &c.—
Lead Pipe.....₩ lb 6c
Lead Pipe, Tin Lined.....₩ lb 12½c
Block Tin Pipe.....₩ lb 22c
Sheet Lead.....₩ lb 7c
Quantity discount 10%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35; 3, $1.65; Queen $3.50 net
Hotchkiss, Straight Flush ₩ doz. $9.00
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 &5&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....60@50&10%
Name Plate.....70%
Number Door Plate.....6'@6' &10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design....35&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 50 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 9 to 6.....25%
Samson, Cotton, No. 1, 2; No. 4, $3.50.....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@10%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &c.—
Barnes Mfg Co.....40@40&10%
Branford Lock Co.....net prices
Champion Night Latches.....40%
Dietz Flat Key.....60%
Mallory, Wheeler & Co...60&10@70%
Norwalk Lock Co.....60&10%
Plato.....33⅓%
R. & E. Mfg. Co.....6'@10@70%
Reading Hdw. Co.....60@60&10%
Sargent & Co.....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch.....35&5%
All other Night Latches.....40%
Yale.....net prices
CABINET—
Barnes Mfg. Co.....40@40&10%
Dietz:
Nos. 22 to 29.....40%
Nos. 41 to 78.....45%
Nos. 87 to 96.....20%
Eagle Lock Co.....45%
Yale.....45&5%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Barnes Mfg. Co.....60@60&10%
Champion.....40%

A. E. Dietz.....40%
Eagle.....40%
Scandinavian.....60&40@60&40&10%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....35%
Eagle.....35%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory.....60@50&10%
Lignumvitæ.....60@50&10%

Mattocks—
Regular list.....70&10@75%

Meat Cutters—
American.....30%
Nos....1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $60
Dixon's.....₩ doz 33⅓%
Nos..... 1 2 3 4
$14 $17 $19 $30
Enterprise.....35%
Nos.....10 12 22 32 42
Each...$3 $3.50 $4 $6 $15
Hales Pattern ₩ doz.....70@70&5%
Nos.....11 13 18
$37 $38 $45
Home No. 1..₩ doz $36.....60%
Little Giant.....50&10%
Nos. 805 810 812 820 822
$35 $43 $44 $72 $83
Miles' Challenge ₩ doz...45@45&10%
Nos..... 1 2 3
$28 $30 $40
Perfection.....net
Woodruff's ₩ doz.....33⅓%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....30@30%
Chadborn's Smoked Beef Cutter, ₩ doz $30.00

Meat Juice Extractors—
Enterprise.....35%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..35c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz.$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Reviews of the Markets for quotations.
Wire Nails and Brads, Pavered, Ass'n list, Dec 1, 1896.....87½&10%
PICTURE—
Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze.....10%
China.....35%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, per doz.....$9 00
Eclipse....₩ doz $15.00..25& 10&10%
Triumph, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24 00, 40%
Pelican.....₩ doz $9.00, 15&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—
Buck Bros.....37½%
Cannon's Diam'd Point ₩ gr.$12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $9.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Shell's, Knurled.....50&10%

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..10 10%
Turner & Seymour Mfg. Co.....50%

Nuts—
Cold Punched, Square, off list. $5 90
Hex, off list.....$6 30
Hot Pressed, Square, off list..$6.30
Hex, off list.....$7.30

Oilers—
Brass and Copper..50&10@70&10&5%
Cushman & Denison's:
Pocket Oilers.....₩ doz. $1.55
Star Pocket Oilers.....75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable, Hammers, New Style, 10& @3.35
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10&60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....35%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lilly White. ₩ lb.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2¾ to ⅝ at back, ⅛ to 5-16 edge ₩ lb:
Lilly White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb..... .70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$13.00
7x2, " 11 00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x⅝ to 1½, ₩ lb..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston".....60%
"Excelsior" Self-Vulcanising, per lb 70c.....40%
Boston "Phœnix" Red Sheet, per lb.....50c.net
Extra.....60&5@60&10&5%
Standard, Fair Quality..70&10@75%
MISCELLANEOUS—
American Packing.....9c@10c ₩ lb
Cotton Packing.....14c@15c ₩ lb
Italian Packing.....11c@12c ₩ lb
Jute.....11½@12c ₩ lb
Russian Packing.....13½@14c ₩ lb

Padlocks—
See Locks.

Parers—
APPLE—
Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Daisy.....₩ doz 3.50
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....₩ doz 12.00
Favorite.....₩ doz 5.00
Gold Medal.....₩ doz 4.00
Ideal.....₩ doz 4.00
Improved Bay State.₩ doz..$27@30.00
Little Star.....₩ doz 4.00
Monarch.....₩ doz 13.50
New Lightning.....₩ doz 5.50
Oriole.....₩ doz 4.00
Penn.....₩ doz 3.00
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Rocking Table.....₩ doz 5.50
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable.....₩ doz 4.50
Victor.....₩ doz 13.50
Waverly.....₩ doz 8.75
White Mountain.....₩ doz 4.00
POTATO—
Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00 @7.50
Lead.....₩ gro. 2 15@4.50
Lumber.....₩ gro. 6.87
Mascot, Hexagon.....₩ gro. 2.75
Mascot, Round.....₩ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....70&10@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&1 @5%
Bench, First Quality.....50@50&10%
Bench, Second Quality.....50%
C. E. Jennings & Co.....50&10%
Moulding.....40&10%
IRON PLANES—
Chaplin's Iron Planes.....50&10%
C. E. Jennings & Co., Iron.....5 & 1%
Sargent's.....60@60&10%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10@5%
Miscellaneous.....35&10%
Steer's Iron Planes..50&10@50&10&5
PLANE IRONS—
Auburn "Thistle".....
Ohio.....
Sandusky.....
} 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to 30
C. E. Jennings & Co.....35&10%
Stanley Rule & Level Co.....50&10%
L. & L. J. White.....30&5@35%

Pliers and Nippers—
Button's.....70@70&10%
Carew's Pat. Wire Cutters.....35%
Cronk's:
Button Pattern.....70@70&10%
Fencing Pliers, ₩ doz $12.00....50
Flat and Round Nose, ...33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $12.00 80&5%
Smith's Slide Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....35&10%
Disston's.....50%
Pocket Levels.....70&10@75%
Stanley's.....75&10%
Stanley's Duplex.....35&10&10%
Wood's Extension Sight.....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....35%

Polish, Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—
Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $8.50 } 10%
1½ qt. ₩ doz. $ .85; ₩ gr. $9.0 } 10%
2 qt., ₩ doz. $1 15; ₩ gr. $12 0.
Quincy Corn Popper, 1 qt., ₩ doz. $3 00; 2 qt., $4 00.....33⅓%

Post Hole Diggers—
Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No 25.....₩ doz. $11.00
Invincible, No. 6.....₩ doz. $10.00
Pioneer, No. 714.....₩ doz. $ 9.00
Lever, No. 50...₩ doz $12.00
Universal, No 45.....₩ doz. $14.00
Newhampton, No. 37 ₩ doz. $ 7.00
Iron Handle, No. 38...₩ doz. $ 6.00
Ryan's.....₩ doz., $10.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....30%&5
Cronk's Heavy Pattern, ₩ doz., $3.60 net
Disston's Combined Pruning Hook and Saw...₩ doz.$18.00, 25@25&10%
Disston's Pruning Hook.....₩ doz $13.00, 25@25&10%
Henry's Pruning Shears ₩ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₩ doz. $3 50
American, No. 33.....₩ doz. $3.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears. 60%
Pruning Shears, Henry's Pat. ₩ doz.....$3.50@$3.75
Waters Tree Pruners.....75&10@10%
Wheeler, M. & C. Co.'s Combination.....₩ doz $13.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&5%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₩ doz $13.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades75&10@80%
Pitcher Spout, Cheaper Goods. 80&5@80&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3¼ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6¼, Fig. 307, 3¼ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2¾ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3¼ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 103, Fig. 448, 3¼ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3¼ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 406, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$13.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330, Fig. 493, Bucket Spray Pump.....$5.50
No. 331, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50@55
Check.....55%
Spring.....50&55
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₩ doz $1.70@1.90
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₩ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

Barn Door, Light, In. ½ ⅝ ¾
Per 100 feet.....$1.40 1.85 2.80
Barn Door, "None Better" No. 1, ₩ foot.....3¼c
Barn Door, "None Better" No. 2, ₩ foot.....3¼c

B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet..	$1.60	2.00	2.50

Carrier Steel Rail, ₩ foot.....4½c
Cronk's:
Competition.....₩ foot, 2½c
Common.....₩ foot, 2½c
Double Braced.....₩ foot, 2¾c
Lanes' O. N. T.....₩ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron, ₩ ft. 6½c
Sliding Door, Iron, Painted....₩ ft 2c
Sliding Door, Wr't Brass, 1½ n. ₩ lb, 35c.....30&10@40&5%
Terry's Steel Rail, ₩ foot.....3½c
Victor Track Rail, 7c ₩ foot. 60&10&2½%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₩ doz. $4.00
Boss, Garden, 14 teeth, net ₩ doz. $2.60
Boss, Garden, 18 teeth, net ₩ doz. $2.75
Canton Lawn Rake...₩ doz. $3.50
Crown Lawn, No. 1....₩ doz. $3.50
Hustler, No. 0.....₩ doz. $3.30
Lawn Rake.....₩ doz. $4.75
Kohler's:
Lawn Queen, net ₩ doz. $3.2 @$3 40
Lawn Queen, Impr'd, net ₩ doz. $3.3 @$3.50
Catch All...net ₩ doz. $3 15@$3.25
Jumbo.....net ₩ doz. $7.0 @$9.00
Paragon....net ₩ doz. $3 8 @$3 00
Malleable..... 75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15 (
Prize Bow-Brace.....75&15%
Queen City.....33⅓%

Rasps, Horse—

New Nicholson Horse Rasp..70&10% See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30& 10%
Bronze-plate i.....40%
Nickel plated.....40&10%
Stowell's old list:
Japanned.....80&10%
Nickel-plated.....70&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs 50%
Hose with Burrs.....50%
Burrs only.....40%
IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....75&10%
Thousand, in bulk.....75&10&5%
Thousand, in papers.....75&10&5%
Coopers, in bulk .....75&10%
Block, and Carriage in papers. 75&10%
Hame.....80%
Belt with burrs, tinned or coppered..... .....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₩ doz. $1.00 net
Screw Stay.....& doz. 60c net

Rope

Cotton Rope, Best, ¼ in. and larger.....₩ lb 13 @14c
Medium, ¼ in. and larger.....₩ lb 10 @12c
Common, ¼ in. and larger.....₩ lb 8½@10c
Jute Rope.....₩ lb 5 @5½c
Manila:
7-16 in. and larger.....₩ lb 11¼c
⅜ in.....₩ lb 10½c
¼ and 5-16 in.....₩ lb 11¼c
Hay Rope, Med.....₩ lb 10¼c
Sisal, ⅜ in.....₩ lb 9¾c
¼ and 5-16 in.....₩ lb 10¼c
7-16 in. & larger.....₩ lb 9¼c
Med. L'th Y'rn.....₩ lb 8¾c
Hay Rope.....₩ lb 9¼c

Rules—

Athol, Steel.....33⅓%
Boxwood.....80&10&10&10%
Ivory.....50&10@50&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—

Chinese Laundry.....₩ lb 4@4½c
Chinese Sad.....3½@3½c
Crown, Polished.....₩ doz. $6.50
Crown, Nickel.....₩ doz. $7.00
Common 4 to 10.....₩ lb 2½@2¼c
COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₩ doz..... $6.50
No. E 50, nickel plated, size 1, 2 or 3 without handles, ₩ doz. $4 00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₩ doz.....$6.00
No. E 55, plain polished, size 1, 2 or 3 without handles, ₩ doz. $3.50
No. E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₩ doz.....$7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₩ doz. $4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₩ doz $9.30
No. E 60, nickel-plated, size 4, without handles, ₩ doz.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₩ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₩ doz. $4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles..... ....$5.80
The "Best" Handles, with Forged Iron Stretchers, ₩ doz.....$3.50
Self-heating.....₩ doz $10.00, 20%
Self-heating, Tailors' ₩ doz $3.50, 25%
Sensible Nickel.....₩ doz. $7.00
Sensible Polished.....₩ doz $6.50
Sensible, Tailors'.....₩ lb 3@3½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder-Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper. .....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant 40%
Monarch 50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₩ lb 16c
Cable Laid Russia....₩ lb 13½c@14c
Common India.....₩ lb 8½c@ 9c
Common Russia Sash.₩ lb 12½c@13c
Patent India.....₩ lb 11c
Samson:
"Mass." White, Cotton.....34c
"Samson" Braided White, Cotton.....₩ lb 30c
"Samson" Braided Drab, Cotton.....₩ lb 35c
"Samson" Braided Italian Hemp .....₩ lb 33c
"Samson" Braided Linen, ₩ lb 56c
Silver Lake:
A Quality, Drab.....₩ lb 40c. 1f@1f&7½%
A Quality, White.....₩ lb 3 c. 15@15&7½%
B Quality, Drab, ₩ lb 35c..... 15@15&7½%
B Quality, White ₩ lb 30c..... 15@15&7½%
White Cotton Braided, ₩ lb.21c@22c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush 0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety .....70&10&5%
Davis, Bronze. Barnes Mfg. Co...60%
Elting's Ventilating.....40@70%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading .....60&10&10@70%

Sash Weights—

Small lots.....₩ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....30%
Enterprise Mfg. Co.....25%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....35&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....35&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—

Chatillon 30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....30%
Red, Polished and Varnished...₩ doz..$1.00@$1.10
Richardson's Wood.....net
White Vermont..₩ gro..$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₩ doz.....$6.00
Excelsior Saw Tools ₩ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....30%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₩ doz. $9.00
"Royal".....₩ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&30%
Cross-cuts Nos. 3 and 4, $33.00: No. 5, $31.00.....40&30%
Richardson's 35%
Seymour Smith & Son, Hammer, ₩ doz.....$4.75
Stillman's ₩ doz.....$1.00
Taintors Positive...$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....35%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₩ doz. $17.00@ $18.00
Tea, No. 161.....₩ doz. $5.75@$6.00
Union Platform Plain....$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '93.50&10%

Scrapers, &c—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz., $2.00
Box, 2 Handle.....₩ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz., $2.40 net
Ship, R. L Tool. Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil..... .....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....50@50&10%
Pat. Excelsior.....5+&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $13.50%
Howard-Allard .....50&10&10%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....50&10%

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Sargent & Co.'s:
No. 1 Forg. Blade..50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles..70&10%
No. 66.....75&10%
Stell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....35%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....87½&10%
Brass, Round Head.....85%
Bronze, Flat Head.....85&10%
Bronze, Round Head.....85%
Copper, Flat Head.....65%
Copper, Round Head.....60%
Dowel Screws.....85%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't R'd & Oval Head.....85%
Iron, Forged Flat Head.....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head....77½%
Phosphor Bronze, Flat Head.....60%
Phosphor Bronze, Round Head..55%
Side and End Screws.....8½%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH LAG AND HAND RAIL—

Coach. List. Feb. 14, 1895.....82½%
Hand Rail 82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W...40@40&10%
Jack Screws, Sargent's...70&10 & 10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₩ Set.....$2.25
Surrey, No. 9, ₩ Set.....$3.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....20&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₩ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc. 60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'k's & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2½
Hatfield's Pattern.....70&10@80%
M.W. Co., list July, 1892.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 12, 1895.....60&5%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
O.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....20%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&20&50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....40&10&5%
Empire.....40&5%
National.....40&5%
Victor.....40&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&20% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 5 & 10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.... Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&10%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
20% Rogers' Nickel Silver....60&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued....90&10@90&20%
America, Tinned...90&2.@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10 &5%
Basket Tacks.....90@90&10%
Basket Nails.....8 &10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....8 &10%
Cigar Box Nails.....10%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&2 %
Hungarian Nails, Steel.....80&2.%
Lace Tacks .....
S. S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S. S.....90&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....₩ box $4.00
Bill Nye, Jr., Brad Box..₩ box $2.00
Bonnie Blue.....₩ box $1.50
Can Opener Carpet Tacks, ₩ gr $4.00
Dble. Point. 90&10&10&10&10&10%
Hammer Carpet Tacks...₩ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓&10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓&10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&2 &5%
Keuffel & Esser Co, New list, 1895: Steel and Metallic.. .....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@65&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2½
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".35%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb. Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 488, ₩ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₩ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 485, ₩ doz.....$2.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, ₩ doz.$1.75
Floor Hooks, ¾ in. ₩ doz. .65
Floor Pulley, Wood Sheave, Fig. 486, ₩ doz.....$3.00
Hanging Hooks for Double Steel Track, ₩ doz..... .60
Hanging Hooks for Single Steel Track, ₩ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .45
Hanging Hooks for Wood Track, 14 in, ₩ doz..... .55
Malleable Frame K. P. Pulleys. Figs. 380 and 381 ₩ doz.$2.00
Malleable Rafter Brackets, ₩ doz ..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$2.7

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Reed Wood Frame Pulley with Hook, Fig. 484, ₩ doz. $2 25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$2.25
Rope Hitch ₩ doz.....$1.75
Single rail Car, Single Steel T. $3.50
Single rail Steel Track with clamps, ₩ ft..... .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....$1 50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 5 @ 0&10%
Crescent .....7 @7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 3 3 and 3½.....₩ 1.00, $13.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse .....5 @50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat. .....40@40&10%
Hotchkiss:
Metallic Mouse,.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross. $13.50
Mouse, Bonanza....₩ doz 90c @$1.00
Mouse, Catch-'em-alive ₩ doz $2.50, 15%
Mouse, Delusion..... 40%
Mouse, Ideal..... ₩ gr $9.00
Mouse, Round Wire. ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@90c
Schuyler Rat Killer, No. 1 ₩ gro., $18.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap. ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
John M. Mast:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4 Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.25.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick.....25@25&10%
Plastering.....25@25&10%
Pointing.....30%
C. E. Jennings & Co.:
Brick 30%
Plastering.....25%
Pointing 30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....8 @30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Ventilators—

CHIMNEY—

Panoramic's Double Deflector. 70&10%

WINDOW—

Panoscope's "Common Sense," ₩ doz. $9.00

Vises—

Solid Box.....60&10@60&10&10%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@5 &5%
Fisher & Norris Double Screw.....&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Moore's.....20%
Parker's.....20@25%
Oval Slide.....50&10%
Victor.....30%
Prentiss.....30@35%
Sargents.....7%&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%

SAW FILERS—

Bonney's Nos. 2 & 3 $15.00.....50& 10%
Stearn's Com., No. 0, 1, 2, and 3...5%
Stearn's Rubber Jaw, Nos. 10 and 33 .....33⅓%
Wentworth's..... .....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₩ doz. $10.00.....60&20%
Daisy, ₩ doz., $12.00.....60&20%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....30&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₩ doz. $5.00
Axtell, Lacquered, 42 in. ₩ doz. $7.00
Axtell, Pol. Brass, 36 in. ₩ doz. $12.00
Axtell, Pol. Brass, 42 in. ₩ doz. $15.00

Weed Diggers—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's..... .....35&10%

Window Mirrors—

Bayer & Co.'s..... ₩ doz. $24.00 net

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire,.....40%
Bright Wire Goods, Standard list 90&10 @90&10%
Cast Steel Wire.....50%
Copper Wire 40%
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18...80&10@80&10&10%
Cop'd, Nos. 0 to 18..... 80&10%
Galv., Nos. 0 to 18. .....60&10%
Tin'd, Tinned list Nos. 0 to 18.... 75&10%
Picture Wire.....New list 85&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₩ lb.....60@70c
Stub's Steel Wire.....$6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting....80&20%
Painted Screen Cloth good quality, ₩ 100 sq. ft., $1.00@$1.10

Wire Rope—

List.
Cast-steel.....2½&2½&2½ cash
Iron.....20&2½&2½ cash
Iron, Galvanized..20&2½&2½ cash

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....80@80&10%
Aiken's Pocket (Bright)..$3.00@3.50
Alligator.....70%
Armstrong's.....40%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 7 Cylinder or Gas Pipe.....55%
No. 8 Pipe, Bright.....80%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's ..... 80@80&5%
Cincinnati Tool Co:
Bit.....15@15&10%
Standard Brace.....10@15&10%
Coes':
Genuine.....40&10&5&5&5%
"Mechanics'".....40&10&10 &5&5&5%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Stillson Pipe.....40%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....80&10%
Wakefield Pipe and Nut..... ...40%
Whitman & Barnes:
Acme .....60 @60&5%
All Steel Pipe .....50&10 @ 0%
Always Ready.....55@40&10
Bull Dog.....60&10%
Diamond Cycle.....₩ doz $3.00
Drop Forged Engineers.35@40&10%
Hercules .....70&10 @75%
Improved Knife Handle Pipe 60 @6 &5%
Machinists' Knife Handle, 6 &10 @6% & 7 & 14% Regular.....8 & @ 0&10&5%
J. H. Williams 25%

Wringers, Clothes—

In lots of less than one dozen. Cash. Am. Wringer Co.'s list, July 1898, 25
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894...25
National Wringer & Mfg. Co., list Jan. 1, 1895 25
Peerless Mfg. Co., list Feb., 1898...25

NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..₩ gallon.....87c
Linseed, City, Boiled, in barrels ₩ gallon.....89c
Out of Town on Spot..₩ gal.....87c
Calcutta, Raw, in bbls....₩ gal. 54c
Lard, Prime City.....₩ gal. 45@48c
Extra, No. 1.....87@ 90c
No. 1.....27@30c

Paints and Colors—

Barytes, Foreign, ₩ ton, $18.00@$22.50
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₩ lb.....4¾@5c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ lb net.....6¼c
In lots of 500 pounds and over, ₩ lb.....5¾c
White Lead, Foreign, in Oil, ₩ lb 80@ ¾c
Litharge, Kegs, ₩ lb.....5½@5¾c
Zinc, American, Dry, ₩ lb....4@4½c

Putty—

In bbls. and half bbls.....1½@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....2 @2½

Spirits Turpentine—

In regular bbls.....29@——c
In machine bbls.....37@——c

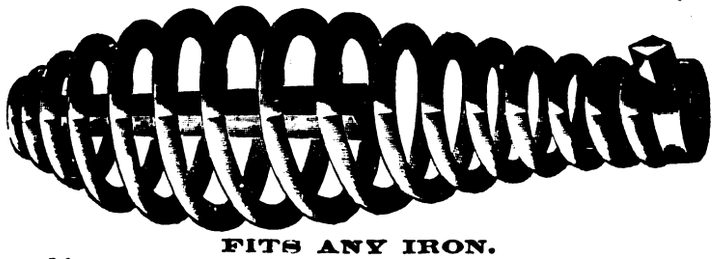
Dry Colors—

Blue, Chinese.....₩ lb 30 @35
Blue, Prussian.....₩ lb 29 @33
Blue, Ultramarine..₩ lb 6 @25
Sienna, Italian, burnt & powdered ₩ lb 4½@10 c
Sienna, Italian, raw & powdered...₩ lb 3 @4½c
Umber, Turkey, burnt.....₩ lb 2½@3½c
Umber, Turkey, raw.....₩ lb 2½@3 c
Green, Chrome, Ordinary.....₩ lb 4 @13 c
Green, Paris, in bulk, ₩ lb 13½@15½c
Indian Red, American.....₩ lb 2½@ 3 c
Indian Red, English..... ...₩ lb 4½@5½

Colors in Oil—

Black Coach Japan ₩ lb..13½@20
Black Coach Japan, in Oil.....₩ lb 12 @13 c
Black Drop.....₩ lb 7 @10 c
Black Lampblack, Best..... ₩ lb 12 @15 c
Black Lampblack, common .....₩ lb 7 @10 c
Blue, Chinese.....₩ lb 35 @40 c
Blue, Prussian .....₩ lb 25 @25 c
Blue, Ultramarine..₩ lb 16 @21 c
Sienna, burnt.... .....₩ lb 8 @13 c
Sienna, raw..... ₩ lb 7 @10 c
Umber, burnt.....₩ lb 7 @10 c
Umber raw.....₩ lb 6 @10 c
Brown, Vandyke....₩ lb 7 @13 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.
Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,
ALBANY, N. Y.

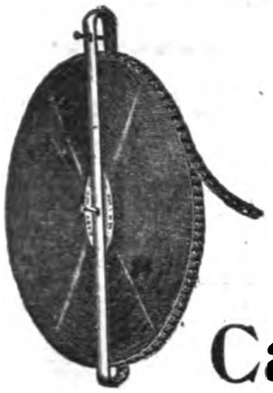
"TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell. Baltimore, Md.: HARDWARE is too valuable to be without.

"GREAT VALUE AS AN ADVERTISING MEDIUM."

Buck Bros., Millbury, Mass. [*Tools*]: We appreciate the great value of your paper as an advertising medium.

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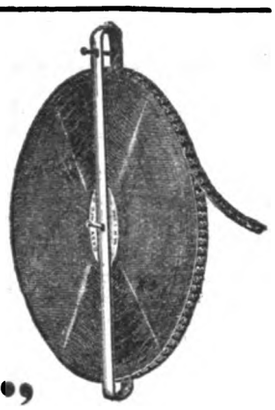
NOTICE TO THE TRADE.

JUDGE LACOMBE

Rendered a Judgment, July 2, 1898

In favor of the

Cary Manufacturing Co.,



sustaining their Letters Patent #403,247, and declaring that the goods in question made by Hugh DeHaven are a direct infringement of the CARY COMPANY'S patent, which relates to

REELS OF BOX STRAPPING

such as has been made by the DeHaven Manufacturing Co., and sold under the name of "Trojan" Box Strap, since August, 1893, immediately after which our suit was commenced.

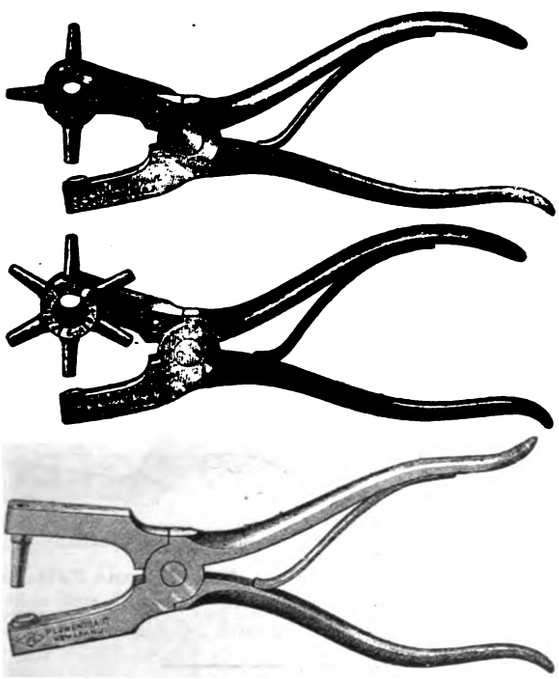
This is the THIRD Judgment we have obtained against Hugh DeHaven in suits relating to infringements of patents. In every suit so far decided we have obtained a judgment against them. This should be ample evidence to the trade that we are seeking only to maintain our rights, and protect ourselves against parties offering infringing goods, which are very much lighter in weight and inferior in quality to our UNIVERSAL BOX STRAPPING, so generally known in this country and abroad.

Respectfully,

CARY MANUFACTURING CO.

S. C. Cary Pres't

"U. S." SPRING PUNCHES.



Manufactured by

P. LOWENTRAUT.

A new line of high grade spring and revolving punches. They will be known as the *"U. S."* brand and are not to be confused with Lowentraut's regular line of punches.

They are highly finished and fully warranted.

WRITE FOR PRICES.

Selling Agents, **John H. Graham & Co.,**

P. O. Box 1042. 118 Chambers St., NEW YORK.

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Our special aim has been for years to make a little better goods, (stronger and more durable), than any one else for the same money. And we are well satisfied with the results. . . . . Before placing your fall order for butcher knives, carvers and table knives, send for our catalogue and prices. There are no goods on the market better in quality, finish or reputation, and our prices are right.

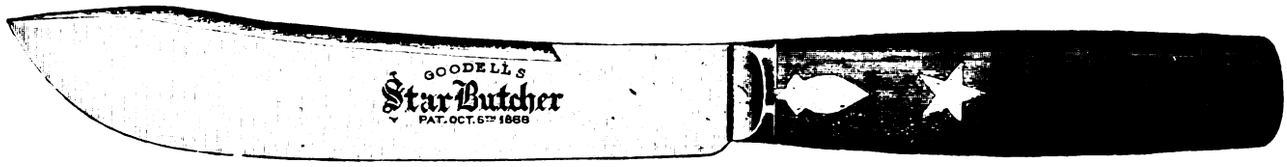


Table Knives and Forks, Carvers, Table and Butcher Steels, Butcher Knives, Boning Knives, Skinning Knives, Sticking Knives, Hunting Knives, Cheese Knives, Butter Spades, Bread Knives, Slicers, Scraping Knives, Cigar Knives, Kitchen Knives, Shoe Knives, Can Openers, &c. . . . . .

NEW YORK OFFICE, 10 WARREN STREET.

GOODELL COMPANY, - ANTRIM, N. H.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

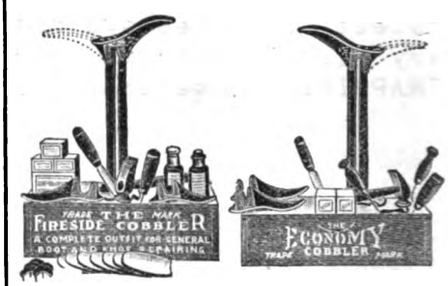
We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE:
90 Chambers St.

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

Root's Gobbler Sets.

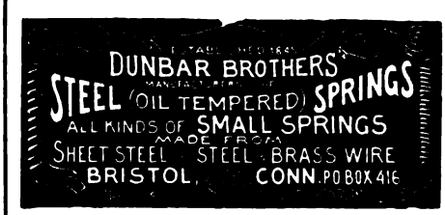


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FOR NEW YORK AUCTION SALES.

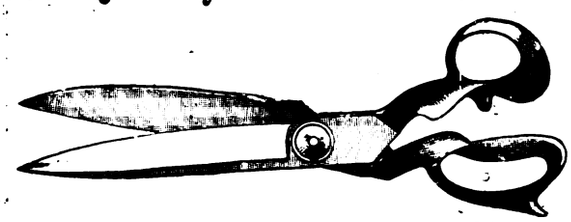
Consignments solicited from manufacturers of Hardware, Tinned and Enameled Ware, House-Furnishing Goods and Specialties, for Auction Sales to be made weekly. Charges reasonable, and Prompt Returns made. References given if required.

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BUSH HOOKS.

Axe Eye.
Axe Eye Strapped.
2 Ring.
1 Ring with cutter.
New Orleans.



New Orleans Pattern.

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Kearney & Foot Co., New York.
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Fruit Presses.

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Stanley Rule & Level Co., New Britain, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.
Ulrich Mfg. Co., Rock Falls, Ill.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.
Ney Mfg. Co., Canton, Ohio.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Door.

Chisholm & Moore Mfg. Co., Cleveland, Ohio.
Cronk Hanger Co., Elmira, N. Y.
Darling, Brown & Sharpe, Providence, R. I.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
William H. Gittell, New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
F. S. Burrows, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Geo. P. Marks & Co., New Orleans, La.
James F. Martin, Frankford, Philadelphia
National Specialty Mfg. Co., Philadelphia.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Wm. Schollhorn Co., New Haven, Conn
Sickels & Nutting Co., New York.
Surpless Dunn & Co., New York.
Ulrich Mfg. Co., Rock Falls, Ill.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hay Racks.

E. T. Barnum, Detroit, Mich.

Heaters.

E. H. Huenefeld, Cincinnati, Ohio.
Edward Miller & Co., Meriden, Conn.
Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Chisholm & Moore Mfg. Co., Cleveland, Ohio.
Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
W. C. Heller & Co., Montclair, N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. Moriarty & Co., New York.
National Horse Nail Co., Vergennes, Vt.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co. Philadelphia.
Erie Specialty Co., Erie Pa.
Sieele - Nutting Co., New York.
Snell Mfg Co. Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg & Fdry. Co., South Milwaukee, Wis.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Jail Work.

E. T. Barnum, Detroit, Mich.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Geo. H. Clowes Mfg. Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Larson Mfg. Co., Milwaukee and Chicago.
Pastime Lawn Mower Co., Detroit, Mich.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. H. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Miner & Peck Mfg. Co., New Haven, Ct.
E. H. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers,

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mica.

Eugene Munsell & Co., New York and Chicago.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers,

Alder & Boyd, New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Wm. S. Holbrook Co., New Haven Conn.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works, Albany, N. Y

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Police Equipments.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish.
John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.
E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.
Alder & Boyd, New York.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses
E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.
Heber Wells, New York.

Protractors.
Brown & Sharpe Mfg. Co., Providence, R. I.

Pruning Shears.
Wm. Schollhorn Co., New Haven, Conn.

Pulleys.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Barr Mfg Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, O.
Ney Mfg. Co., Canton, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.
Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
Anthony Wayne Mfg. Co., Ft. Wayne, Ind., and St. Louis, Mo.

Punches.
Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Snell Mfg. Co. Fiskdale, Mass.
E. S. Stiles Press Co., Watertown, N. Y.
Underhill, Clinch & Co., New York.

Radiators.
Wilmot Castle & Co., Rochester, N. Y.

Railings, Brass and Iron.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.
Magnolia Metal Co., New York.

Rails, Barn Door.
Chisholm & Moore Mfg. Co., Cleveland, Ohio.
McKinney Mfg Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.
Enterprise Mfg. Co., Philadelphia.

Rakes.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.
Phillips & Clark Stove Co., Geneva, N. Y.

Rat and Mouse Traps.
See Traps.

Refrigerator Door Fasteners.
P. J. Conroy & Co., Philadelphia.

Reels.
John Sommer's Son, Newark, N. J.

Registers.
Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.
Enterprise Mfg Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.
Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
U. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.
Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing and Roofers' Supplies.
Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Roof Trusses, Iron.
Berlin Iron Bridge Co., East Berlin, Conn.

Rubber Belting.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.
Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Stephens & Co., Riverton, Conn.

Sad Irons.
Enterprise Mfg. Co., Philadelphia

Sand Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.
Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

Saws.
E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Sets.
E. C. Atkins & Co., Indianapolis Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York,

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind.

Scales.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.
James F. Martin, Frankford, Philadelph'a
Underhill, Clinch & Co., New York.

Screens, Perforated Metal.
Harrington & King Perforating Co., Chicago.

Screen Plates, Punched.
Harrington & King Perforating Co., Chicago.

Screens, Wire.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
A. J. Phillips Co., Fenton, Mich.
Sickels & Nutting Co., New York.

Screws.
Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.
Holroyd & Co., Waterford, N. Y.

Screw Drivers.
Billings & Spencer Co., Hartford, Conn.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.

Screw Plates.
Alfred Field & Co., New York.

Scythe Stones.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.
Samson Cordage Works, Boston.

Shears Power.
E. S. Stiles Press Co., Watertown, N. Y.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Wm. Schollhorn Co., New Haven, Conn.
J. Wiss & Sons, Newark, N. J.

Sheaves.
Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.
Waterbury Brass Co., New York.

Sheet Steel.
Dunbar Bros., Bristol, Conn.

Shelf Boxes.
W. C. Heller & Co., Montclair, N. J.
Henry H. Sheip & Co., Philadelphia

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago.

Shovels.
Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Signs.
Aluminum Sign & Novelty Co., Columbus, Ohio.

Silver Ware.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport Conn.
Wm. Rogers Mfg. Co., Hartford and Norwich, Conn.; Taunton, Mass.

Sink Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.
John W. Sudlow, Brooklyn, N. Y.

Skates.
John H. Graham & Co., New York.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.
Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Snow Shovels.
Underhill, Clinch & Co., New York

Spades.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.
Edward Darby & Sons, Philadelphia.
Harrington & King Perforating Co., Chicago.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spelter.
Bruce & Cook, New York
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Miller & Van Winkle Co, Brooklyn, N. Y.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co. New York and Cleveland, Ohio

Squares.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Stairs, Iron.
E. T. Barnum, Detroit, Mich.

Stair Nosings.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.
Clark & Cowles, Plainville, Conn

Statuary.
E. T. Barnum, Detroit, Mich.

Stay Rollers.
John H. Graham & Co., New York.
McKinney Mfg. Co. Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Steel.
Wallace Barnes Co., Bristol, Conn.

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Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel, Perforated.
Harrington & King Perforating Co., Chicago.

Step Ladders.
Bicycle Step Ladder Co., Chicago.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Store Fixtures.
Cleveland Store Fixture Co., Cleveland, Ohio.

Stoves.
Edward Miller & Co., Meriden, Conn.
Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York.
Troy Nickel Works, Albany, N.Y.

Stove Mittens.
Diamond Hardware Co., Boston.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J
J. L. Prescott & Co., New York.

Stove Trimmings.
Troy Nickel Works, Albany, N.Y.

Stove Trucks.
See Trucks, Stove.

Stones, Scythe, Oil, Etc.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Strops, Razor.
Alfred Field & Co., New York.

Structural Iron Work.
Berlin Iron Bridge Co., East Berlin, Conn.

Tackle Blocks.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Ney Mfg. Co. Canton, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.
Alfred Field & Co., New York.

Tape Measures.
Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.
Holroyd & Co., Waterford, N. Y.

Tin.
L. D. Berger, Philadelphia.
Bruce & Cook, New York
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Tin, Perforated.
Harrington & King Perforating Co., Chicago.

Tin-Plate.
Bruce & Cook, New York.

Tire Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.
A. P. W. Paper Co., Albany, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
Billings & Spencer Co., Hartford, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Darling, Brown & Sharpe, Providence, R. I.
Detroit Twist Drill Co., Detroit, Mich.
Alfred Field & Co., New York.
Goodell Bros. Co., Greenfield, Mass
Holroyd & Co., Waterford, N. Y.
C. E. Jennings & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
Sickels & Nutting Co., New York.
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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co..... 4
Adamson, A..... 9
Aluminum Sign & Novelty Co.... 2
American Ring Co.....11
American Shearer Mfg. Co.....44
Ames Sword Co.....13
Anthony Wayne Mfg. Co.....39
Arcade Mfg. Co..... 2
Armstrong Mfg. Co.....14
Atkins (E. C.) & Co.....34b
Atlas Bolt & Screw Co.....64
Atlas Mfg. Co..... 1
Auable Horse Nail Co..... 3
Automatic Machine Co..... 5

B

Baeder, Adamson & Co..... 5
Barnes, Wallace.....39
Barnett (G. & H.) Co.....64
Barnum, R. T..... 7
Belmont Mfg. Co.....15
Berger Bros Co.....14
Berger, L. D..... 2
Berlin Iron Bridge Co.....17
Bicycle Step Ladder Co..... 6
Billings & Spencer Co..... 7
Boardman (Luther) & Son..... 7
Bommer Bros.....64
Brass Goods Mfg. Co.....46
Bridgeport Chain Co.....10
Brown & Sharpe Mfg. Co..... 1
Bruce & Cook.....17
Bryan Mfg Co..... 4
Burr Mfg. Co..... 2
Burr Mfg. Co.....45

C

Capewell Horse Nail Co.....64
Cary Mfg. Co.....55
Castle (Wilmot) & Co.....34b
Chatillon (John) & Sons..... 4
Chicago Flexible Shaft Co.....13
Chisholm & Moore Mfg. Co.....37
Clark & Cowles.....14
Cleveland Stone Co..... 7
Cleveland Store Fixture Co.....37
Cleveland Twist Drill Co.....64
Clinton Wire Cloth Co.....63
Coates Clipper Mfg. Co.....10
Coburn Trolley Track Mfg. Co.... 4
Codling Mfg. Co.....35
Coes Wrench Co..... 7
Coldwell Lawn Mower Co..... 9
Conroy (P. J.) Co..... 6
Cooney, Seiner & Co.....46
Covert Mfg. Co.....39
Cronk Hanger Co.....16
Cushman & Denison.....38

D

Darby (Edward) & Sons.....63
Darling, Brown & Sharpe..... 1
Dow Wire Works.....35
Dean Linseed Oil Co.....44
Diamond Hardware Co..... 6
Disston (Henry) & Sons..... 5
Divine Bros..... 2
Dixon (Jos.) Crucible Co..... 5
Dunbar Bros.....56
Du Pont (E. I.) de Nemours & Co. 3

E

Edgar Mfg. Co.....13
Elliott (W. H.) Electric Co..... 5
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co..... 2

F

Field (Alfred) & Co..... 6
Fitch (W & E. T.) Co..... 1
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg Co. 63
Gillespie (Chas. H.) & Sons..... 5
Goldberg, C. H. & E. S.....37
Goodell Bros. Co.....30
Goodell Co.....56
Gould Packing Co..... 57
Graham (John H.) & Co.....55

H

Hardwaremen's Exchange.....44
Hardware Publishing Co.....16
Harmon, S. H.....63
Harrington & King Perforating Co.....64
Harrington & Richardson Arms Co.....41
Hartley & Graham..... 1
Heinisch's (R.) Sons Co.....56
Heller (W. C.) & Co.....14
Holmes & Edwards Silver Co.....48
Holroyd & Co..... 7
Howard Iron Works.....13
Huenefeld, E. H.....43

I

Ives (H. B.) & Co.....64

J

Jennings (C. E.) & Co..... 1
Johnson's (Iver) Arms & Cycle Works.....34

K

Kearney & Foot Co.....37
Keuffel & Esser Co..... 9
Kilbourne & Jacobs Mfg. Co.....34
Kimball Bros.....14
Kohler (F. E.) & Co..... 9

L

Lancaster Machine & Knife Works.....45
Lane Brothers Co..... 2
Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....31
Lawson Mfg. Co..... 10
Leonhardt & Co..... 2
Littell, William H.....39

M

Magnolia Metal Co..... 1
Martin, James F.....41
Mast, John M.....17
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S.....43
Miller (Edward) & Co.....41
Miller & Van Winkle..... 1
Miner & Peck Mfg. Co.....64
Morrill, Charles.....13
Munsell (Eugene) & Co.....41
Myers (F. E.) & Bro.....17

N

National Saw Co.....10
National Specialty Mfg. Co.....15
National Cement & Rubber Mfg. Co.....41
New Departure Bell Co.....41
N. J. Car Spring & Rubber Co..... 1
New Jersey Wire Cloth Co.....31
Ney Mfg. Co.....15
Niagara Paper Mills.....59
Nicholson File Co..... 3
Niles Mfg. Co 3
Nock, Geo. W.....44
North Bros. Mfg. Co.....15
Norton Door Check & Spring Co..41
Novelty Mfg. Co.....43
Novelty Mfg. Co.....43

P

Parry Mfg. Co.....15
Pastime Lawn Mower Co.....42
Peck (Fred W.) & Co.....35
Pennsylvania Wire Works.....63
Philadelphia Commercial Museum.....35
Pike Mfg. Co.....39
Planet Mfg. Co.....39
Plume & Atwood Mfg. Co.....39
Pope Tube Co.....19
Prescott (J. L.) & Co..... 1
Putnam Nail Co..... 11

Q

Quincy Hardware Mfg. Co..... 1

R

Reading Hardware Co.....10
Remington Arms Co.....41
Rodgers (Joseph) & Sons..... 6
Rogers (Wm.) Mfg. Co..... 6
Rolfe, I..... 5
Root Bros. Co.....44
Root Bros. Co.....16

S

Samson Cordage Works..... 1
Sargent & Co.....19
Schollhorn (Wm.) Co..... 6
Sedgwick Machine Works.....14
Seed, J. H..... 4
Sheip (Henry H.) & Co..... 14
Sickels & Nutting Co..... 4
Sickels, Preston & Nutting Co.... 4
Silver Mfg. Co..... 9
Slocomb (J. T.) & Co.....19
Smith & Egge Mfg. Co.....18
Smith (Albanus L.) & Co.....14
Snell Mfg. Co.....46
Sommer's (John) Son.....64
Spatula Publishing Co 39
Speidel, J. G.....14
Standard Tool Co..... 1
Stanley Rule & Level Co.....33
Stanley Works..... 1
Stebbins, Chas. J..... 3
Stephens & Co.....44
Stiles (E. S.) Press Co.....11
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....41
Sudlow, John W.....11
Surpless, Dunn & Co.....62
Sweeney (W. H.) Mfg. Co.....11

T

The Scranton & Co..... 1
Toler (John) Sons & Co..... 3
Tower & Lyon.....12
Townsend, C. C. & E. P.....44
Troy Nickel Works.....54
Tuck Mfg. Co.....62
Turner, Vaughn & Taylor Co.....19
Twentieth Century Mfg. Co.....34a

U

Ulrich Mfg. Co..... 3
Underhill, Clinch & Co..... 9
Underhill, Clinch & Co.....38
Union Auction Co. 16
Union Hardware Co.....12
Union Metallic Cartridge Co..... 1

V

Van Wagoner & Williams Hdw. Co.....34
Voigt, Starr & Co.....34b

W

Warner Elevator Mfg. Co.....14
Warren (J. D.) Mfg. Co.....37
Waterbury Brass Co..... 4
Welch (T. F.) & Co.....60
Wells, Heber.....19
Williamson (C. T.) Wire Novelty Co..... 3
Wiss (J.) & Sons.....38
Wright & Colton Wire Cloth Co.....63

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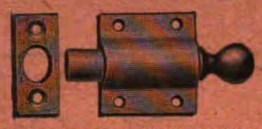
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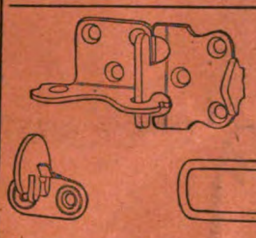
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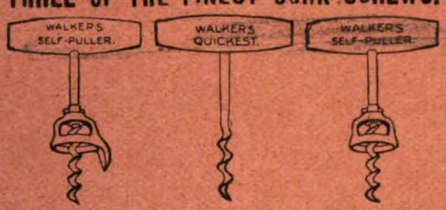
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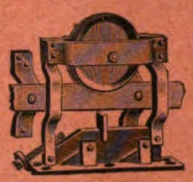
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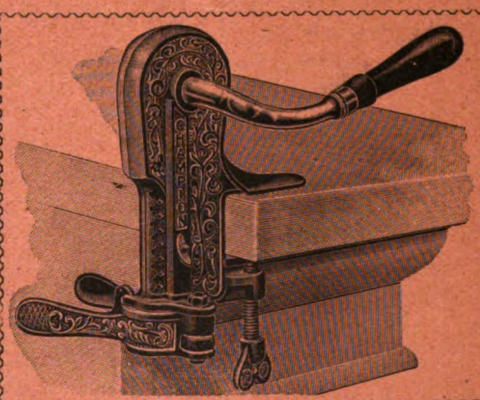
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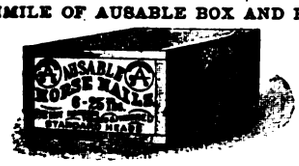
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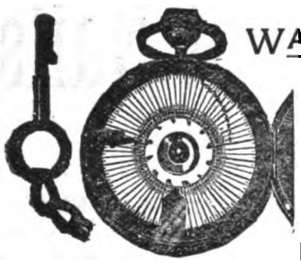
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WITH SAFETY LOCK ATTACHMENT.
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Bicyclist's Pocket Companion.



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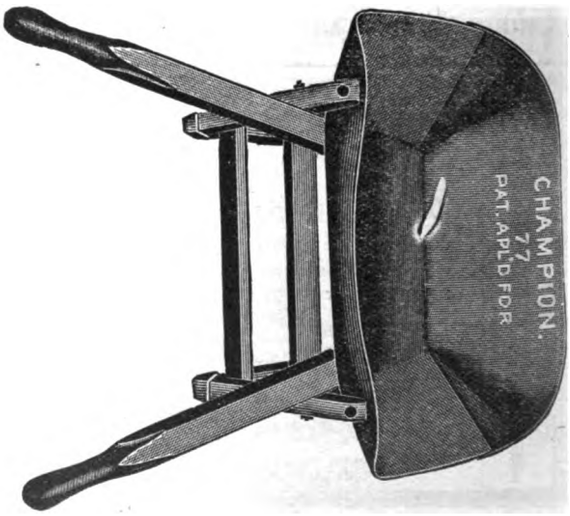
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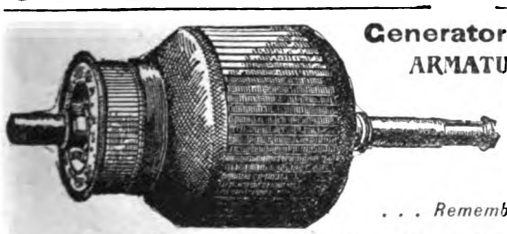
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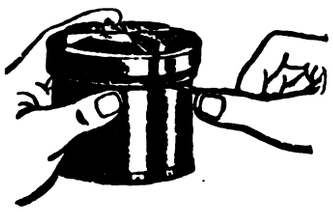


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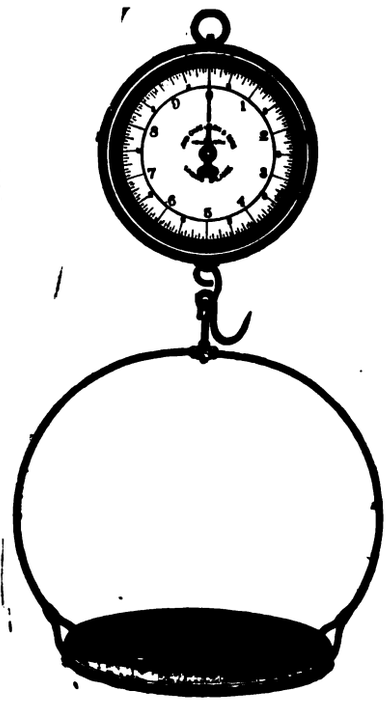
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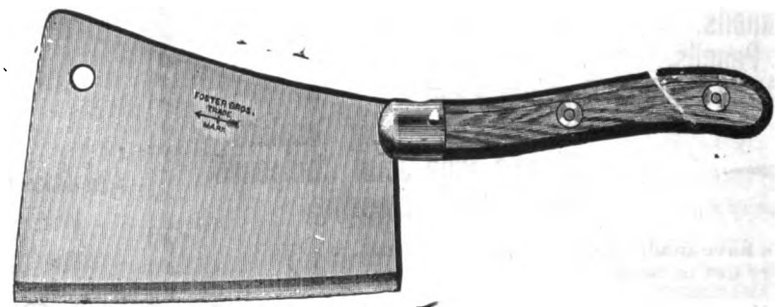
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All our Scales are warranted to weigh accurately and to be perfect in workmanship.



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FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, &c.



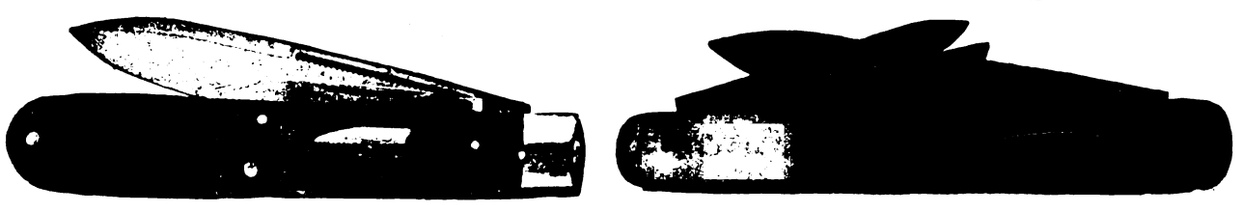
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By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

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Finest quality American Pocket Cutlery in large variety—Knives that are good sellers and will give satisfaction to the user.

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ESTABLISHED 1835.

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BUSINESS IS BETTER AND THERE WILL BE
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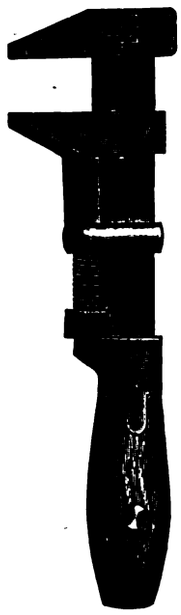
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Genuine Improved
KNIFE HANDLE
PATENT

Screw Wrenches.



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Established in 1839. Registered April 9, 1895.

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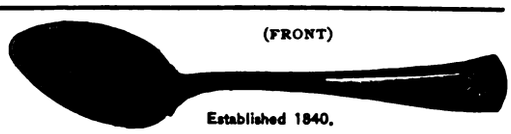
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☞ Straight Bar Extra Long Nut for Screw in Jaw. ☜

The BEST MADE and STRONGEST WRENCH in the MARKET.

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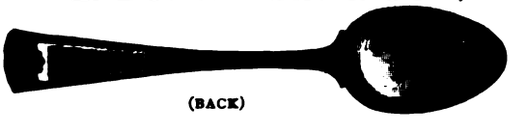
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Manufactured by



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Four sizes of Screw Drivers contained in One Handle.

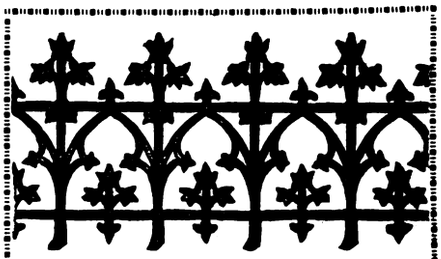
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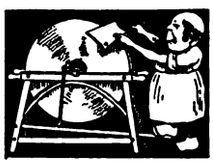
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GO WITH OUR MOUNTED

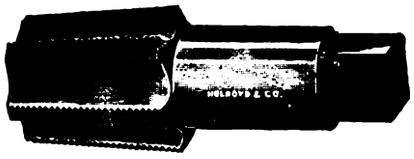
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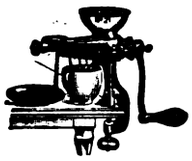
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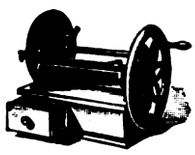
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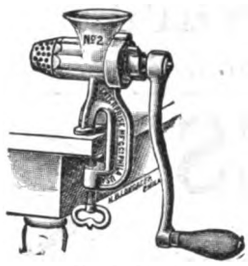
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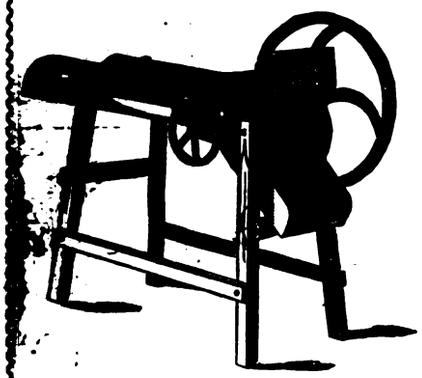
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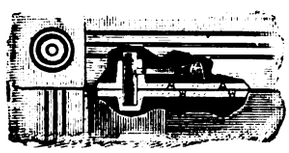
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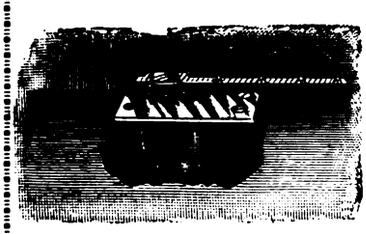
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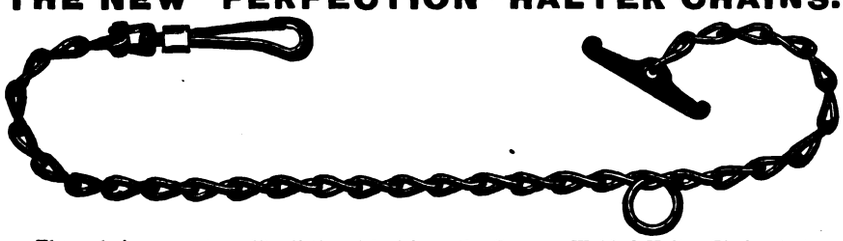
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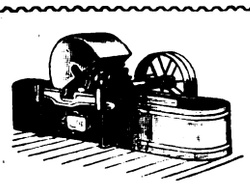
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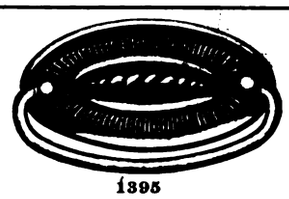
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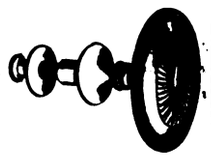
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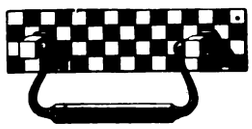
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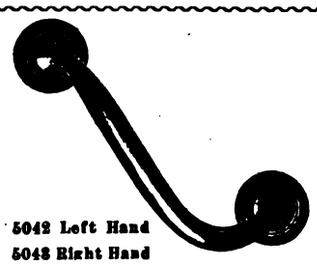
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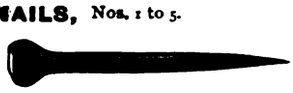


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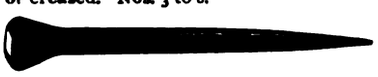


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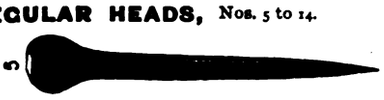
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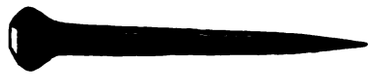
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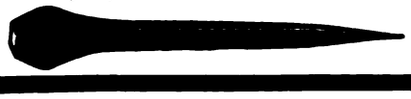
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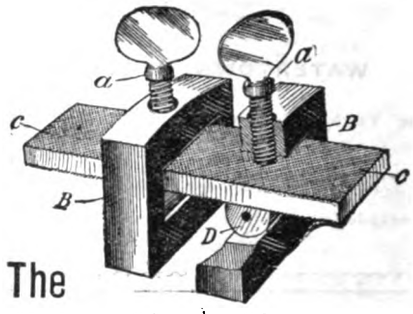


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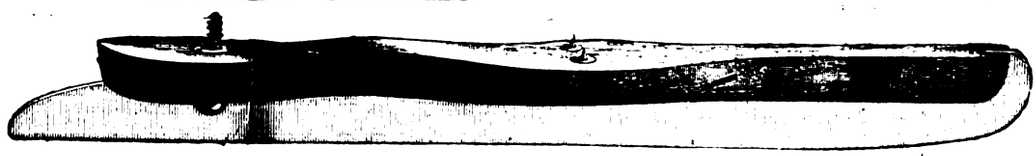




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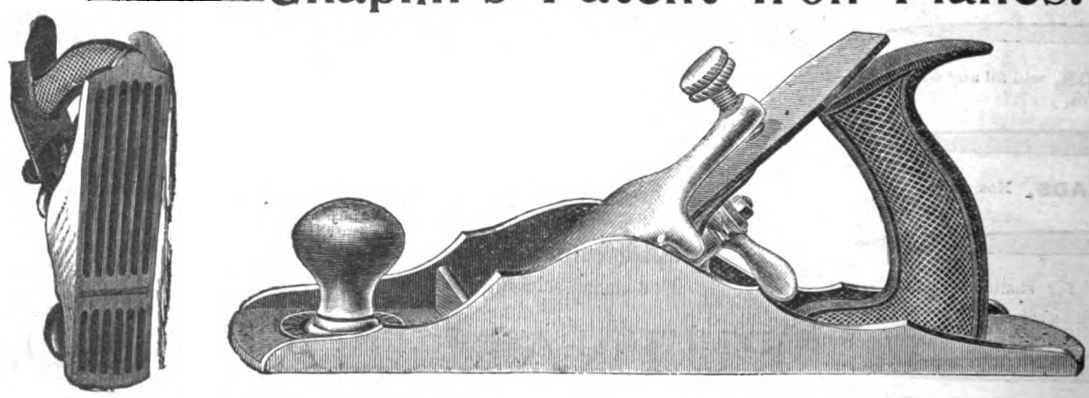
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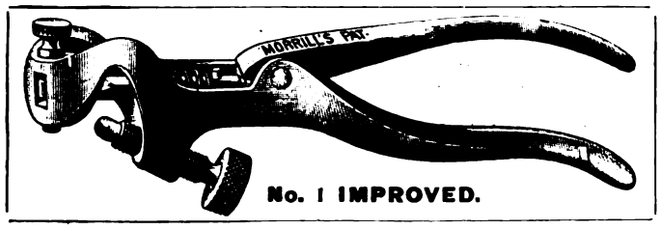
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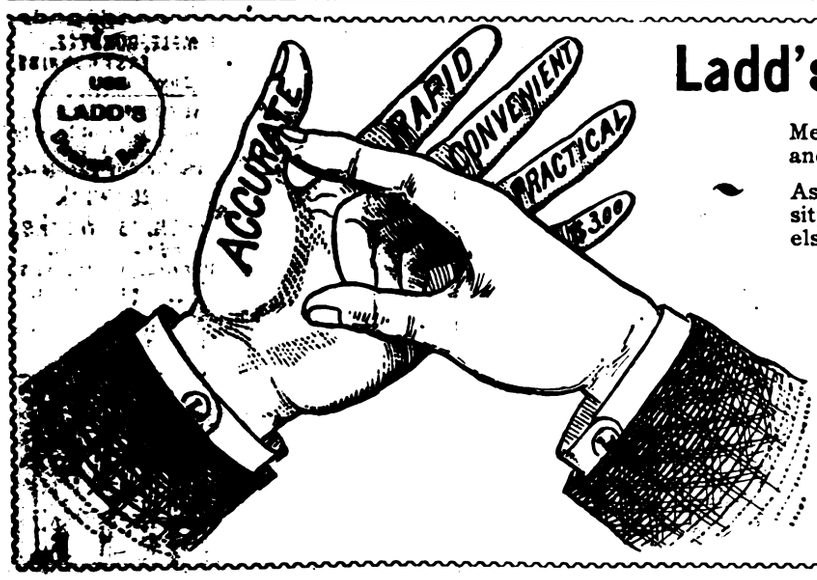
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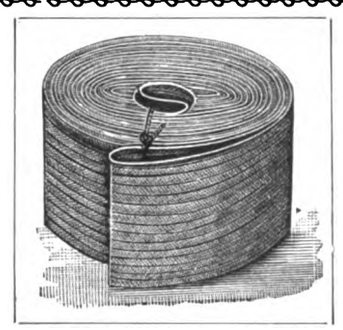
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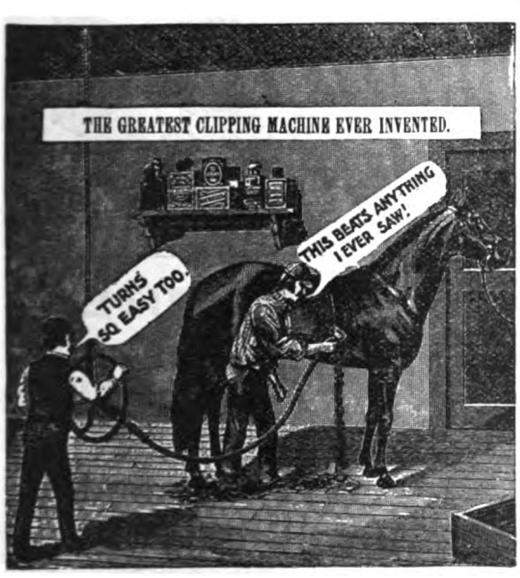
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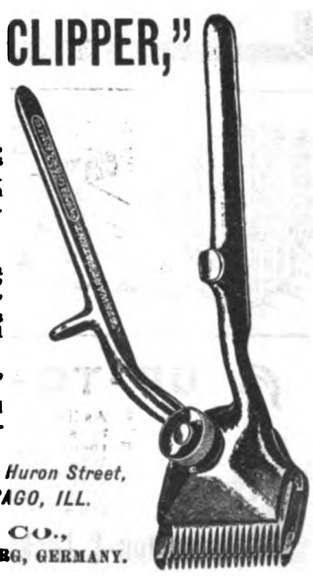
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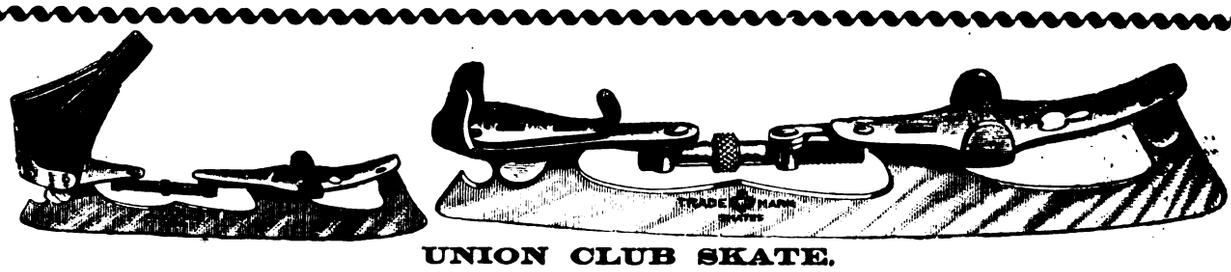
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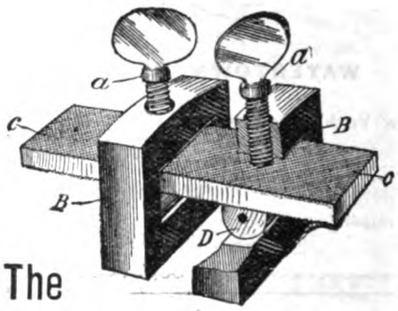


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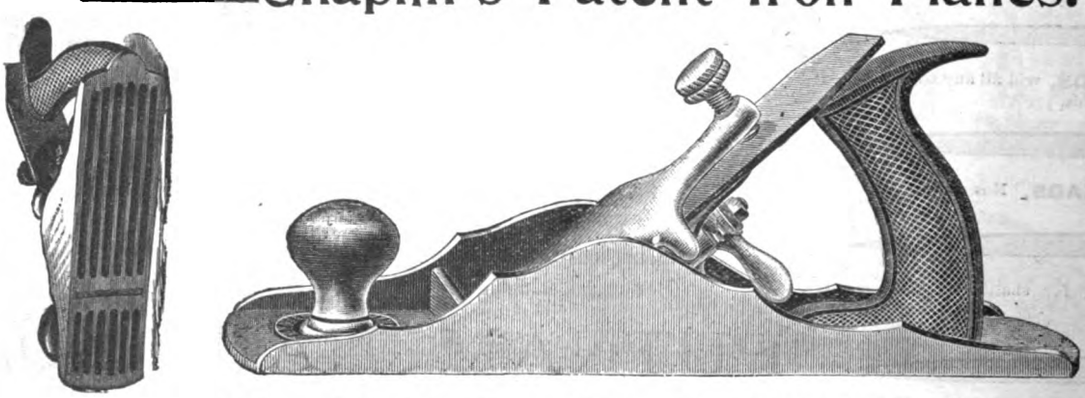
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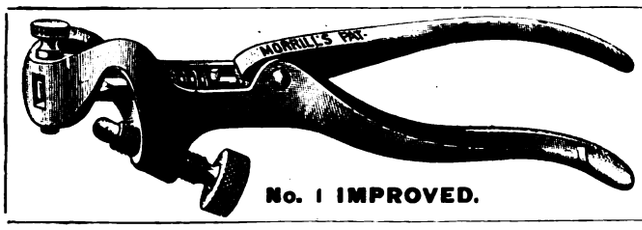
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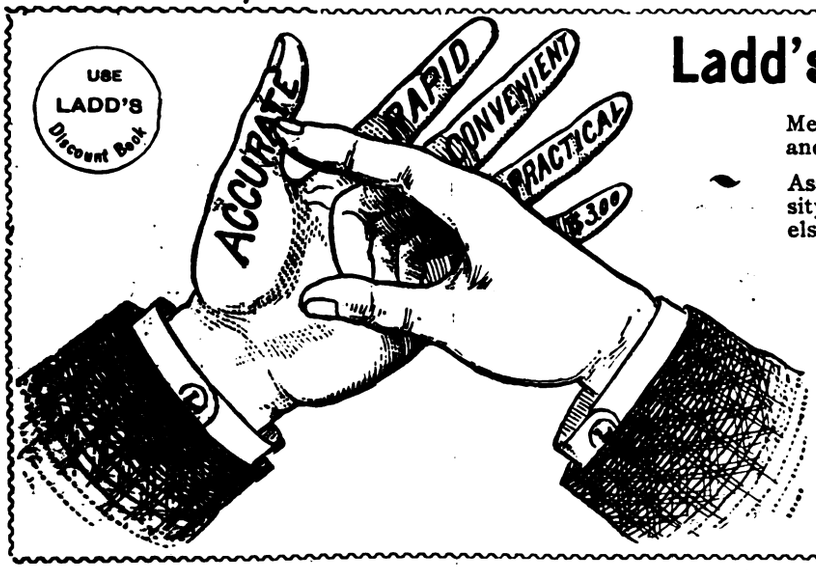
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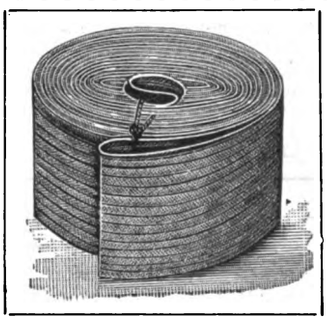
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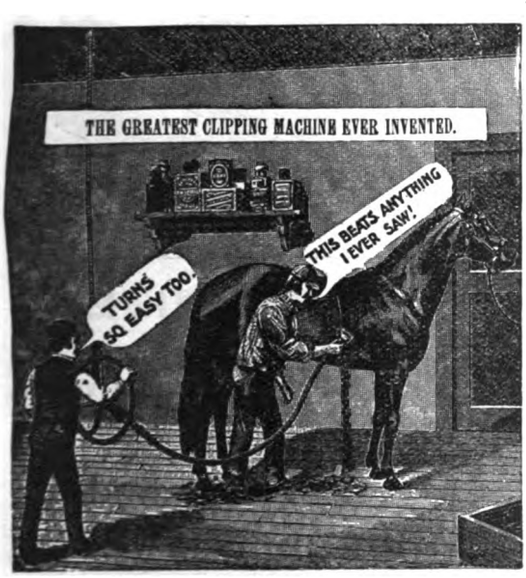
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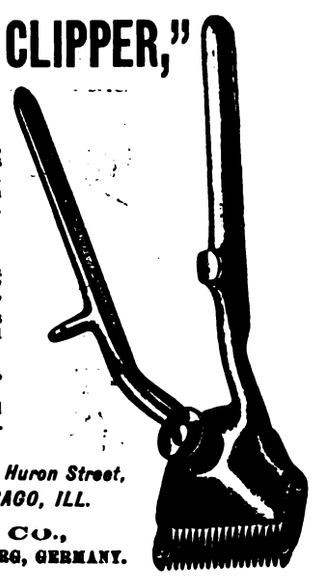
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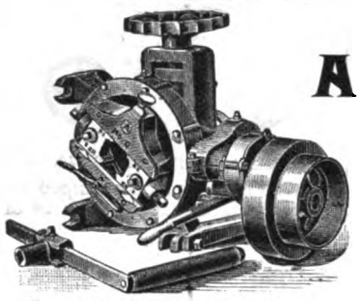
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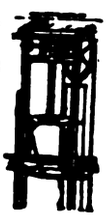
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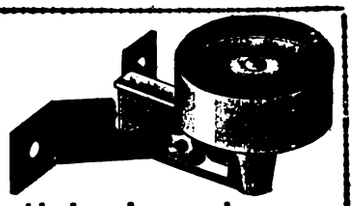
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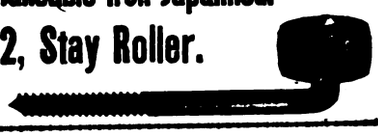
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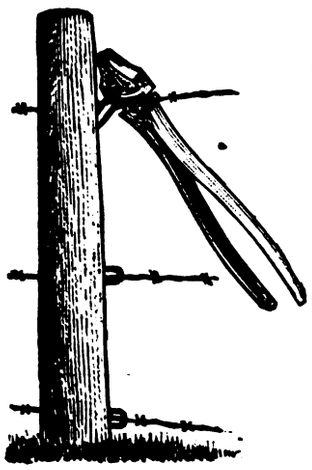
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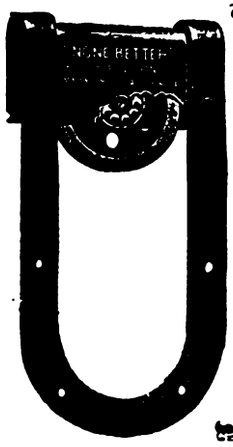
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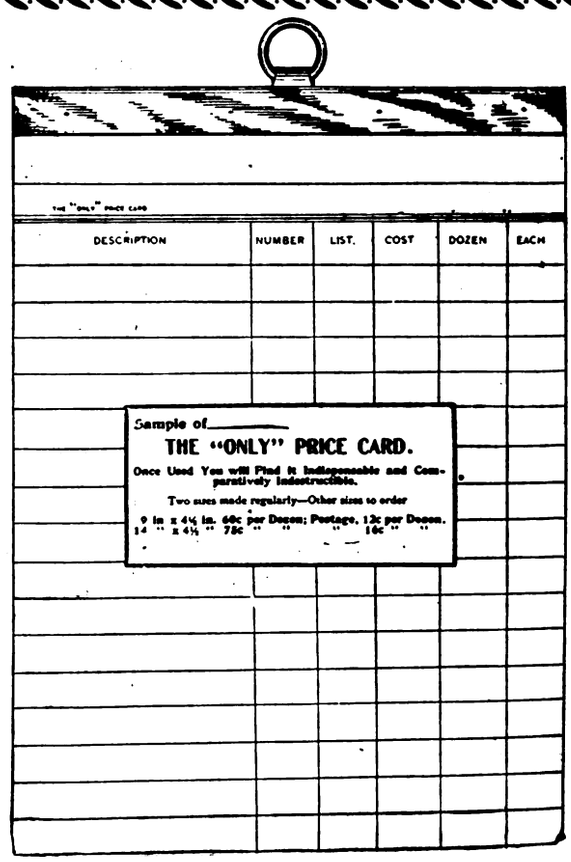
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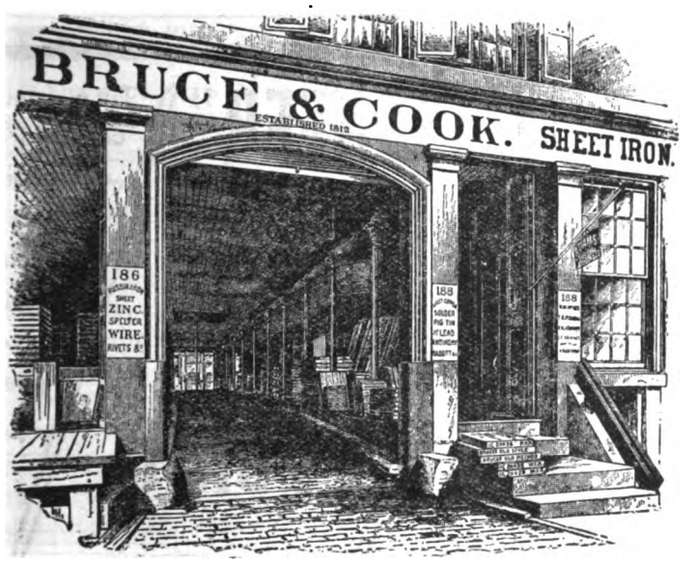
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Terne Plates.
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Tin Plates.
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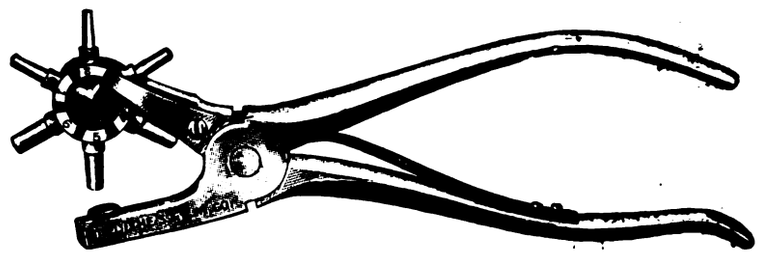
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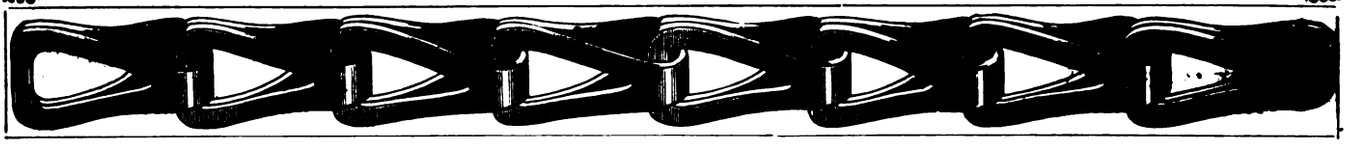
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The EDGAR CHOCOLATE GRATER.

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HARDWARE

VOL. XVIII. NOVEMBER 10, 1898. NO. 3.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, $2.00 per year. Subscription, Foreign, $2.50 per year.

L. E. MITCHELL, - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.
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The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

There can be no doubt existing anywhere in the mercantile world, but that the conditions of trade as bearing on the prosperity of the year to come, are in a most encouraging state. Profits during the present season on very many lines of goods have shown a more desirable average than has been the case for several years, and create a feeling that with improvement in prices possible under the constantly increasing demand, there is a certainty of a pecuniary reward which should always accompany an intelligent prosecution of any established industry, and which will once again inspire the merchant and encourage the manufacturer.

The prevailing characteristic of the American merchant is one of sanguine expectation. He looks forward to a belief that success cannot help but follow sustained business enterprise; he has been a little too sanguine over the successful closing of the war with Spain, believing trade conditions, formulated under the supposition that the war would last at least a year or more, would at once rebound from a normal state and find a largely increasing distribution upon all sides.

Business, by comparison with the past, will, when inventory is taken, be found in all probability not only satisfactory as to volume, but especially so as to the profit on the year's business, and in the gradual but careful contraction of the expense account. As far as the future is concerned, there is a noted improvement in several lines, which for many months have been in a sluggish or dormant condition; the feeling in trade circles being that several good years are just ahead of us, and that 1899 will usher in a period of prosperity that will justify the faith of the present.

There has been for some time a market in all lines of Hardware, which has been well sustained, with few quotations at all indicating any organic weakness; and the trade, with a unanimity they are proud to acknowledge, hope for its further continuance. When a season, like that of this year, admits of several advances in price of more than the usual importance it makes glad the heart of the dealer who for several years has struggled over his inventory footings, endeavoring to account for the slim results so painfully apparent.

Combinations that are being formed in important lines of business, having for their object the prevention of an overproduction that invariably demoralizes the markets of the country, are criticized adversely by the dealers generally, although their advent has not always advanced prices materially. The uniformity of quotations that follow the formation of such a combine, has a soothing effect that results in a prospect of increased profit from less abnormal trade conditions affecting the entire wholesale trade of the country.

It is hoped that in the national convention now on the eve of meeting in Milwaukee, Wis., consideration will be given to the various problems confronting the trade; among which will be found how to subordinate competitive anarchy to well defined methods of obtaining trade, by less reprehensible practices than have been prevailing; how to offset department stores, which are a constantly increasing menace to the necessarily slow methods surrounding a legitimate general Hardware business. These should receive proper consideration. Catalogue supply houses which deliver the factory's production almost at the door of the consumer, should furnish a debatable subject worthy of the bright and shining intelligence among the associated dealers in convention assembled, that is only too anxious for an opportunity to present views worthy of discussion.

Revival of Roller Skating.

Most people can remember, without much effort, the cyclonic rush into public favor made by the roller skate a few years since. In the larger cities special rinks were erected in profusion, and small and miserable indeed was the village that could not boast of at least a converted "public hall," whose badly prepared floor resounded to the *whirr* and *whizz* of the merry roller,

Everybody got skates on in those days. The lame, the halt and the blind; the young and the old; the sedate and the frivolous, all flocked to the rinks; and, after a more or less protracted attack of spasms, in a wild endeavor to convince their feet that they were mates, and to make them work together, glided off on their graceful, tranquil way to the strains of a waltz or two-step. The dignified and sedate skated for the much needed exercise it gave, and the others skated for the fun of it. Both seemed satisfied for a time, but the unanimity with which they dropped it suggested that it was done for amusement only, and that the fun had all petered out when the novelty wore off.

All this was before the bicycle came into general use. It occurred when the leg muscles of ninety per cent. of the population were flabby, and their breathing apparatus wheezy through desuetude. It came before the great bulk of our fellow-beings had been trained, as they now have by the wheel, to regard physical exercise as a *sine qua non* to good health. It came with a rush, impetuous, violent and consequently unreasoning; and the inevitable result was that in short order

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the public became indifferent, the owners collected the fire insurance on their rinks, and the only evidence of once enormous numbers of roller skates was an occasional small boy pegging along on one foot on the smooth surface of a flagged sidewalk.

Years have intervened, during which the wheel has impressed all the world and his wife and their children into its service. Muscles which hitherto have lounged about the house all day, with a little dancing at night, or have held down a chair in an office, or stood behind a counter, are now hard and elastic from driving a wheel through pure country air. At no period has there been such a large number of men, women and children who take and enjoy plenty of outdoor exercise.

In what position do they find themselves at this season of the year? Summer is over; winter, with its snow and hard winds, is upon us; and the wheel, much against the desire of its owner, is forced to take a short respite. For the next three or four months there must be exercise of some kind to keep up the wheeling condition.

Now we hear rumors of the resurrection of the roller skate. Rinks are being opened here and there throughout the country, and manufacturers of roller skates are beginning to blazon forth the merits of their particular lines. The query interesting the Hardwareman is: Will it come to stay, or is it to be another ephemeral spasm which will end in disaster to the manufacturer and the dealer? Of course it is all speculation. The dear public is fickle, and likes to keep the merchant guessing as to its tastes. But we venture to say that there is more logic in its return than there was in its inception, and there is some ground for hope that, if used with judgment, there is no reason why roller skating should not form a regular winter sport, to occupy the time and surplus energy of our wheel riders, and to bring them out of the cold months in as good physical condition as the wheel had left them in the fall.

The Bicycle Situation.

The announcement of the Pope Mfg. Co. giving their programme for the conduct of their business during 1899, and the prices that have been established for the distribution of their product, has set a pace for the future which grapples unreasoning competition with a firm hand, and will do more to put this legitimate business on a solid basis for the future, than any similar movement since bicycle manufacturing became an established industry.

The fictitious standard of $100, so long entertained as representing the selling value of a bicycle of standard make, simply enabled a number of financially weak concerns to market a product through various trade channels, at prices which were dictated by methods of selling which to call "regular" would be to distort the honest truth and question human intelligence. It enabled the calling of an apology for a first-class wheel by a fancy name, and by conveying the idea of its being a "regular $100 wheel," made it possible to dispose of it mostly through the bargaining seductiveness of a department store's "one day only" advertisement. Thus a market was created for a "thrown together" product in which price seemed low only when compared with cycles whose list prices should never have been agreed upon at so large an advance on net cost.

This season, a difference will be noted, for with recognized and advertised list prices running from $25 to $50, the margin for a phenomenally large profit doesn't exist; and under these circumstances, fewer confiding capitalists will be inveigled into a business from which annual dividends have been unintentionally eliminated on too many occasions. The cycle business will doubtless be placed on a footing in the approaching season, which would have been more appropriate and advantageous to the manufacturers if inaugurated two years ago, but which seemed too hard a thing to explain on the part of the largest makers, how list prices fifty per cent. less than the season previous had entertained, could be formulated without a suspicion of unjustifiable profits; so the come-down was made gradual from year to year, that buyers should not be prejudiced by previous extravagant ideas of large profits; and by making bargain-counter wheels seem less dangerous by comparison, when marketed much nearer actual cost.

White, Van Glahn & Co.'s New Store.

We have heard it said by old Hardwaremen that the first sale in a new Hardware store gives a pretty good indication of the character of the business which is to be transacted. If this is so, the new store of White, Van Glahn & Co., at No. 49 East Forty-second Street, New York, has certhinly commenced business under the most favorable auspices. The first barrel of goods had hardly been dumped upon the sidewalk, before a lady came along and purchased a mouse trap. This is surely an indication that the new concern is to have plenty of "spring" and "snap," and will certainly "catch" a great deal of business.

This new store, which was opened on Monday, October 31st, is a fine sample of the artistically fitted and finished, up-to-date Hardware store of modern times. It is located near the Grand Central Depot, right in the great center for retail business, and the patronage which it has already secured is a justification of the good business judgment which located it where it is. For eighty years and more the wholesale and retail Hardware business of White, Van Glahn & Co. has won great success on Chatham Square, and while the old concern is to remain in full vigor in its present location, the new branch will stand as an exponent of the fact that business is very rapidly finding its way uptown.

The branch is located in a new building, 88 feet deep and 32 feet wide at the rear, while a little narrower upon the street front. A visit to the store shows that it is equipped with all the modern conveniences, including trolley ladders, display cases, drawers with samples in front, and especially a full line of the J. D. Warren Mfg. Co.'s screw cases, and other modern Hardware store appliances. A great deal of artistic skill has been displayed in the arrangement of the store, and the presentation of the goods. The offices have been handsomely fitted up, the building is steam-heated, and lighted by electricity, and every convenience and attraction possible to the modern Hardware store has been provided. The basement is used for storing surplus stock, shipping goods, etc. This old concern—old only in the sense that it has existed a good many years—is certainly to be congratulated upon the enterprise which it has shown in keeping up with the procession.

The young man who strikes out for himself is always praised for it, unless he happens to be a baseball player.—*L. A. W. Bulletin.*

Always avoid the use of big words; they are sometimes inconvenient to swallow.—*Exchange.*

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Eastern Manufacturers in the West.

Editor Hardware: I have just returned from a visit to the Trans-Mississippi & International Exposition, and, having been in the Hardware business for twenty years, I took interest in noting the distribution of the exhibits according to States, and also how well the manufacturers of the extreme sections whose goods I handle are represented there. Inasmuch as the exposition, while national to a great extent in its scope and influences, is yet more fully a Central West and Western effort, one would naturally expect to find the manufacturers of that section principally represented; and the fact that the territory which it opens into is largely agricultural, would lead one to look for the heavy lines mainly, to the exclusion of the lighter ones. I was not surprised, therefore, to find heavy builders' and carriage Hardware, agricultural implements and firearms from the manufactories west of New York State well represented; and, indeed, these lines from the extreme East also were not wanting.

But, as I say, I was principally interested in the representation of the distant manufacturers, and so in the face of the above considerations it really gave me pleasure to find two of my Eastern friends of the shelf Hardware line, the Peck, Stow & Wilcox Co., with their food cutters, and the Nicholson File Co., with a full line of files and rasps represented. The Nicholson File Co. have an ambitious and expensive exhibit in Machinery Hall, displaying, as their attendant told me, some 1200 different kinds of files and rasps, while the former company showed their line to nice advantage in a section in the same building. It may be that more have been installed since I have returned, but the file company and the cutter people were all up to that time.

I couldn't help thinking that it was indicative of a broad-mindedness and patriotic spirit for these extreme Eastern concerns to take expensive exhibits way out there, and it seems to me that they deserve in return the support of the trade in the West which they seek. I really felt proud to see it, and I congratulate my New England manufacturing friends upon their enterprise.

Very truly,

Detroit, Mich., October 12, 1898. AN OLD SUBSCRIBER.

The Salesmen's Department.

Editor Hardware: For several years much space in trade papers has been devoted to the discussion of matters along the lines of whether the manufacturer would be more successful if he sold his product directly to the retailer, ignoring the jobber, and whether the jobber was getting all the returns possible for the money expended in traveling salesmen's salaries and expenses.

It is pleasant to note that both manufacturer and jobber are now having their time so fully occupied in supplying the demands of the consumer that they have dropped the discussion for the present.

The space devoted to these subjects indicates their importance, and the desire on the part of many to solve the problem in such a way that the best interests of the majority will be advanced.

That the manufacturer has a feeling that the jobber does not fully fill the niche he thinks the middleman should in introducing to, and placing his wares with, the retailer, cannot be questioned.

It was hoped and expected that the traveling salesmen would solve the problem, and they have, to some extent, especially so far as those who stand between the manufacturer and jobber are concerned.

The jobber is better informed to day regarding the merits of the goods he is selling than ever before. The feeling of the majority of jobbers is voiced in the assertion that it is their desire to impart the knowledge at their command to the retailer, in order that sales may be increased and less goods returned because of the ignorance of the consumer and retailer regarding their utility.

The jobber's buyer will tell you honestly that he devotes all the time he can possibly spare in writing and telling the salesmen all about the new goods and their advantages, but he has other duties besides being a bureau of information.

To overcome this lack on the part of the jobber, some manufacturers have pursued the method of having a representative of the factory travel with the jobber's salesman to instruct and enthuse him regarding the advantages and merits of certain goods.

While much has been accomplished in this way, in the majority of instances the great expense entailed has been out of proportion to the results attained. The result of this method of endeavoring to overcome the so-called lethargy of the jobber's salesman has been in many instances a gratifying increase in the sale of their goods, but the benefits have gradually disappeared. The work must now be repeated with the salesmen of another jobber covering almost the same territory in order to keep the demand up to the proper standard.

Time brings changes and improved business methods.

The jobber has come to stay, and the traveling salesman is a necessity to the proper distribution of the manufacturers' products.

The salesmen's department at a moderate expense has come into existence, and to-day occupies the unique position of being the house representative of the salesmen, always alive to the best interests of the house as well as the salesman, and is always accessible to the manufacturer, through the jobber's buyer.

In the title of this article the trade has the solution of the great problem of: How can the greatest benefit be derived from the jobber by the manufacturer and in turn from the salesman by the jobber?

In the march of progress, and in the multiplicity of salesmen, this latest innovation and key to the success of any jobbing business cannot be ignored or overlooked.

St. Joseph, Mo. CHARLES W. EMERY.

Truth is Mighty.

The Advertising Man had exhausted his strongest arguments, and still the Prospective Advertiser remained obdurate.

"No," he said, "I will not do any more at present. The season is right, your paper is good, but I have too many irons in the fire already."

"If," said the Advertising Man, "you could only realize that, instead of offering you an additional 'iron,' I am really offering you a pair of pincers, with which to extract the nuts of business from the fire of competition, you would view the matter differently."

And the Prospective Advertiser, being a man of sense, recognized the force of the argument, and changed his views accordingly. His card will be found in to-day's issue.

A Home Application.

Rev. Daniel F. Bradley, pastor of the Park Congregational Church, Grand Rapids, Mich., is evidently a very practical man, and believes in the use of illustrations which his hearers can understand. In a recent sermon on this subject: "From the Firing Line," he used the following apt and home-made application: "You go and live among lazy people and become industrious and thrifty among them, and they will want to take hold and work. It is a matter of showing the goods and delivering them honestly when ordered. The missionary's goods are staple: they are like sugar, sheetings and Bissell carpet sweepers and Grand Rapids furniture. They sell themselves!"

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A Frank Publican.

Candor to one's business associates or acquaintances is always lightly appreciated, so long as it is inoffensive. Perhaps this has something to do with the popularity of a certain hotel proprietor of Winsted, Conn., whom the boys all call "John," and whose notices to visitors, which hang in the bedrooms, begin as follows: "This hotel is run for the comfort of the guests *and for the pecuniary benefit of the proprietor.*" The italics are his, and, instead of giving offense, this frankness probably leads to a better understanding between host and traveler.

It is inferred in the foregoing paragraph that, when candor is brutally truthful, it is not always insisted upon. A painful example of brutal frankness may be found in the street cars of New Haven. At the end of the car, staring the most inoffensive passenger in the face, is the notice of the management, reading as follows: "DON'T BE A CHUMP; wait till the car stops." In the first place one resents the tone of familiarity, and even were it true that all passengers on New Haven street cars were "chumps," they would not thank you for telling them so. We assume that the gentleman having charge of that particular bureau for the street railroad company must be young—very young.

A Ponderous Shipment of Paint.

The following item of interest is from a Troy, N. Y., exchange: What is without doubt the largest single shipment of paint from any manufactory in this country was sent to-day from the American Seal paint works of William Connors, when a barge was loaded with 500 tons of material, consigned to contractors in New York, who have contracts for painting several large structural iron works. Owing to the high water only four hundred tons were put on the immense barge at the paint works near the dam, the owner of the craft fearing to pass through the Delaware & Hudson bridge with any larger load. This afternoon the barge was brought down to Grand Street and the remaining 100 tons will be loaded there, being brought from the works by teams.

The barge is twice the capacity of the average boat. If the shipment was made by rail it would require a train of about 50 ordinary freight cars. In this way the immensity of the load can be judged. The paint is in barrels, averaging about 450 pounds each, making the shipment consist of nearly 2500 barrels. There are eight different colors. The largest shipment ever made before by Mr. Connors from the American Seal works was a year ago, when he sent about 300 tons to New York by boat. The barge will be moored at the foot of Grand Street until Monday, when it will depart for the metropolis.

The popularity of the American Seal paint is shown conclusively by this large order, and when it is taken into consideration that Mr. Connors is building a very large addition to his present plant it becomes evident that the business of the concern is fast becoming one of the largest manufacturing establishments in the country. The enterprise of the proprietor of the American Seal paint works is commendable, and by judicious advertising he has made this plant known from one end of the country to the other.

The Covert Mfg. Co.

We take pleasure in publishing an extract from an article that appeared in the *Troy Press*, Troy, N. Y., under date of October 16th. When one takes into consideration the great progress that the Covert Mfg. Co., West Troy, N. Y., have made, and the difficulties they have overcome in reaching their highly-enviable position in the trade, their success seems truly surprising.

Their great battle with the infringers upon their patents is a part of the history of the trade, and they can justly feel proud of having reached their present prominence, notwithstanding these adverse efforts. The article referred to is as follows: "The Covert Mfg. Co. has for months been running to its full capacity, and having found it extremely difficult to fill orders, has been compelled to break ground for a substantial extension of the works. A large and commodious brick building for manufacturing purposes is now in course of erection, and immediately on its completion will be equipped with special and improved machinery, which has already been ordered. It is the intention of this company to enlarge its line of goods and many new articles of manufacture will be added. Notwithstanding the magnitude of the improvements now being rapidly pushed forward, the additional plant will be running by January 1st of the new year. The enlargement of the boiler house is already completed and a much larger boiler has taken the place of the old one. This was rendered necessary on account of the increasing business of the company. The Covert Mfg. Co. has never, since its organization, twenty-five years ago, closed its doors or shut down its machinery for want of orders or a depression of business."

Goshen Sweeper Co.'s Offer.

The Goshen Sweeper Co., Grand Rapids, Mich., make an announcement to the trade in which is found the following:

Our fall and holiday line of sweepers is now ready, and we call your attention to our liberal offer, and some of our leading brands that are specially designed for holiday trade, on which we quote you our recently reduced prices.

"Our Best"—Full nickel trimmed, hand polished, $24 per dozen.

"Select"—Nickel trimmed, $22; japan, $20 per dozen.

"Unrivalled"—Nickel trimmed, $20; japan, $18 per dozen.

"Our Leader"—Japan trimmed, $18 per dozen.

Children and Toy Sweepers: "Goshen Junior"—11 inch, oval top, $9 per dozen.

"Little Pet"—8½ inch sweeper, $6 per dozen; $54 per gross.

"Goshen Toy"—6½ inch sweeper, good quality, $1.50 per dozen; 3 gross, $16 per gross; 5 gross, $15 per gross; 10 gross, $14 per gross.

Orders placed with us for immediate shipment will be given November first dating, sixty days, two per cent. in ten days. Liberal discount for quantity and to jobbers. We will send you free with each dozen sweepers ordered: Five hundred handsomely illustrated and descriptive slips with your name printed thereon in red; two very attractive colored hangers; one display easel. Electrotypes if desired. By using only choicest figured stock and giving our sweepers a piano finish, we have produced most desirable effects. Our finishes for this season will be as follows: Mahogany, Old English, Golden Oak, Sycamore, Antique and Natural Oak. All stock quarter-sawed and beautifully figured.

The J. D. Warren Mfg. Co., of Chicago, Ill., removed from the Marine Building, in which they were located, on November 1st, to the Masonic Temple, in which they have display rooms on the fifth floor, to which they invite all Hardware merchants and traveling salesmen to call when in Chicago, and see their new system of shelving. It is well known that this building is one of the highest and finest in the world, and one which thousands of visitors, daily, to Chicago, visit, and is so centrally located as to be easy of access to all.

The name of a concern in New York making car wheels is rather a peculiar one: The Steel Tired Wheel Co. Why any railroad corporation should wish to use weary wheels is not explained in their advertisement. This is perhaps the reason our English cousins spell it "tyred."

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A Clover-Leaf Conundrum.

Ever since it was rumored that the Stanley Works, of New Britain, Conn., and New York, had under consideration the location of a branch factory at some favorable point in the West, the people and the press of several Western cities have been very much exercised as to the fortunate choice. Some time since, an article appeared in the Buffalo *Commercial*, which declared that this branch was to be located in the Electrical City, where the benefits from the great plant at Niagara Falls could be realized. A warm welcome was extended to the supposed new-comer, and Buffalo was congratulated by the editor upon securing such an important addition to its manufacturing establishments.

If there is anything going on in or about Buffalo concerning which Hobart Weed, of Weed & Co., is not posted, it would be difficult to locate. A representative of *Hardware*, who discovered Mr. Weed at the Hardware Club some days since, showed him the clipping above named, and asked him what it meant.

"I am not in a position," said Mr. Weed, "to tell you what the Stanley people intend to do, but I think that a very dear friend of mine, who is known to the Hardware trade the country over, was unconsciously the point from which this rumor started. Do you know George P. Hart, the assistant manager of the Stanley Works? Of course you do, as not to know George is to show that you are not very well acquainted in the Hardware trade. George is quite shrewd, witty and epigrammatic, and has picked up more than one item of knowledge in his visits throughout the country. Some time since he purchased a block of land on the outskirts of Buffalo, and it has been a subject of wide comment, and some controversy among his friends, as to the purpose to which this land is to be devoted.

"No, I don't think that it was intended as the location for a factory, as it is off the main line of the railroads. I have heard it said that he purchased this land for the purpose of erecting a summer home, but those who know him best hardly believe this to be possible. You know that George is of a sunny, cheerful and happy disposition, with his windows always open towards the sunrise, and is the last man to surround himself, under any circumstances, with sombre or shadowy subjects, or to choose his friends among men who are not full of life and enterprise. Inasfour much as the land in question is within sight of three or of the largest cemeteries of Buffalo, it is hardly possible that he would choose it as a refuge to which he might resort in his few moments of relaxation from the cares of business."

"What do you suppose the land is to be used for?"

Mr. Weed pondered for a moment, while a shade of thoughtfulness swept across his expressive features. "I can only repeat to you," he said, "the suggestions that are made to me by his friends, as George himself is very reticent. For instance, Howard Rowland declares that inasmuch as Mr. Hart has a successful four-leaf clover farm in Connecticut, it looks very much as though he intended to locate a branch clover conservatory in New York State, for the purpose of demonstrating to the agricultural interests of the United States that this New England exotic would also thrive upon the soil of the Empire State. I know, however, that George H. Bartlett, who is another friend close to Mr. Hart, was in Buffalo a few weeks ago, and talked seriously of investing in land in that city. I understand that Mr. Bartlett has recently made a very successful sale of land, and perhaps has come to the conclusion that speculation in real estate offers better returns than the selling of screws at net.

"It has also been hinted to me," and here Mr. Weed lowered his voice, and looked at the Brooklyn Bridge, with a thoughtful, far-away glance, "that Hart and Bartlett constitute a committee sent forth to quietly secure a site for the permanent headquarters of the National Prohibition Association."

A Gold Medal Awarded.

The highest award within the power of the Omaha Exposition to bestow, that of a gold medal, has just been awarded the Chicago Flexible Shaft Co., Nos. 158–160 Huron Street, Chicago, and No. 97 Chambers Street, New York, for their newest invention, "The '98 Chicago Clipper," which has been conceded to be so great an advance on the horse clipping methods of the world. This machine has established a world's record, having demonstrated it was possible by its aid to clip a horse complete in fourteen minutes. In its advanced methods of construction the company has adopted the principle so prominent in the chainless bicycle, the slippage of which was formerly so noticeable in similar clippers, having been done away with by adopting beveled gears, thus increasing ease of propulsion. The '98 Chicago Clipper weighs about thirty-five pounds, and is suspended from the ceiling, which does away with all unnecessary stands, weights, pipes, etc. The machine can be set up by anyone in one minute in any place and requires no experience to operate it. The makers are noted for their high class work, all their tools, etc., being made on the interchangeable system. They have put the low price of $8.75 on their new clipper, which brings it within the reach of every man owning a horse, thus placing it in direct competition with the old fashioned two-hand horse clippers.

William H. Curtin.

William H. Curtin has accepted the position of manager of the salesmen's department of the Wyeth Hardware & Mfg Co., St. Joseph, Mo., made vacant by the resignation of Charles W. Emery. Mr. Curtin entered the employ of the company in July, 1880, at the age of fifteen, as order clerk, advancing gradually in the house until 1886, when he became a traveling salesman, representing them continuously since that time. This is another illustration of the fact that hard, thorough, conscientious work will be recognized and rewarded. Mr. Curtin's promotion is a guarantee that the push and energy which have characterized the work of his predecessor will be continued.

In the announcement published in our last preceding issue of the Christmas offer made by the Bissell Carpet Sweeper Co., an error was made in the sentence which reads as follows: "Most dealers have regular newspaper space; hence this competition will cost them extra." The dealers probably understood at a glance that there was a typographical error in connection wiih this statemeut. By mistake the word "*not*" was left out. The above sentence should have read: "Hence this competition will not cost them extra." Lest some, however, should have been misled by this statement, we take pleasure in making this correction.

T. D. Honeyman, of Honeyman, DeHart & Co., Portland, Ore., and George Boole, of the Union Hardware & Metal Co., Los Angeles, Cal., spent several days of last week in Philadelphia, as the guests of T. James Fernley, secretary-treasurer of the National Hardware Association. These gentlemen are making a tour of the East previous to their attendance at the convention of the National Association at Milwaukee.

J. F. Bigelow, the well-known manufacturer of the Wire Fly Killer, No. 19 Foster Street, Worcester, Mass., has been spending a few days with his business friends in the city, and reports that while this past season has been a great one for his specialty, the indications are that his business will be very much widened and increased during the coming year.

HARDWARE'S "Prices Current" are reliable.

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Latest Trade Publications.

The Gille Hardware & Iron Co., Kansas City, Mo., have certainly combined artistic finish with practical usefulness in their handsome catalogue of 818 pages, which has just come to hand. This bears the date of October, 1898, and is just from the press. It is printed on heavy and well finished paper, is bound in red and blue, with flexible back, which will permit a great deal of rough everyday use without damage to itself. When we say that twenty-eight pages are occupied by an index, that fact will show the impossibility of attempting any enumeration of the line of goods they handle, which include, of course, everything known under the name of Hardware, and under the name of iron, so far as it relates to the stock of a wholesale Hardware concern. Illustrations with descriptions and prices are on every page, and the frontispiece, as well as the outside cover gives us a view of their extensive store at Kansas City. Several pages are devoted to greetings to the trade, and one new departure that certainly is to be commended, is a full page giving a list of officers and of the office force, from James Van Peyma, president, to the last assistant in the tinware department. In a note of introduction the company say: "We take pleasure in presenting you with this catalogue, containing a description of nearly everything we carry in stock in both shelf and heavy Hardware. Our aim in compiling this book has been to illustrate only such goods as we actually carry in stock. It is unnecessary to boast of the size of our building or the multiplicity of our business. It is sufficient to say we carry a variety of goods equal to any Hardware house in America."

The Standard Tool Co., Cleveland, Ohio, have prepared a very handsome and artistic publication, describing their electrically welded bicycle parts, welded specialties, etc. All these parts are illustrated, with full description. They have also published a leaflet in reference to their twist drills, reamers, chucks, milling cutters, taps, spring cotters, flat spring and riveted keys.

The W. Bingham Co., Cleveland, Ohio, have issued a new and descriptive catalogue of guns, rifles, revolvers, hunting clothing, ammunition, etc. This title describes the book very accurately, and about everything needed in the sportsman's line can be found described in this volume.

The Stowell Mfg. & Foundry Co., South Milwaukee, Wis., are sending their friends several leaflets showing their hangers, tackle blocks, etc. A very timely article illustrated is their hot-air registers, ventilators, etc.

The Boston & Lockport Block Co., No. 142 Commercial Street, Boston, have certainly made an attractive exhibit at the Twentieth Triennial Exposition of the Massachusetts Charitable Mechanics' Association, opened in Boston on October 10th, to continue until December 3, 1898. Their exhibition was intended principally for yacht blocks, but they also show their diaphragm pump for contractors and sewerage work, and also a sample of their 24-inch double extra heavy purchase block with bail, metalline self-lubricating bushed, which has a capacity of not less than 75 tons, and is intended for railroad and extra heavy work. This block was a part of their exhibit at the Chicago Columbian Exposition, where it received an award. Their exhibit at the Massachusetts Exposition has attracted considerable attention of a favorable character. They have recently published a folder printed in black and red, showing a full line of their blocks of various kinds, and giving a great deal of information of use to those interested in goods of this character.

Truth is the most valuable thing we have. Let us economize it.—*Exchange.*

"Matchless" Cup Point Nail Set.

The W. W. Pryor Hardware Mfg. Co., Newark, N. J., and No. 124 Chambers Street, New York, are placing upon the market the "Matchless" Nail Set, as illustrated herewith, which is provided with an improved cup point and long knurled surface, making it well worthy of the attention of the retail dealer looking for the latest style of tools. Careful testing on a steel block makes it impossible for a nail set to leave the factory without having been properly hardened and tempered. The knurled portion is finely done, preventing all slipping when in use. To accommo-



date the retail trade, the nail sets are packed with three styles and sizes of points, 2–32, 3–32 and 4–32, in each box holding one dozen; or they can be had all one size if preferred. They are furnished in either the blued or nickel-plated finishes. Complete catalogue of the full line of tools made by the company, will be forwarded upon request, to the New York office. Mention *Hardware.*

The National Hardware Association.

On Wednesday of next week will be opened the annual convention of the National Hardware Association, at Milwaukee. The sessions will continue during the 16th, 17th and 18th of November. Arrangements have been made by the local committee for the entertainment of the members and guests. The headquarters will be at the Hotel Pfister. The local committee having the matter in charge is composed of Frederick C. Pritzlaff, chairman; John C. Koch, Lorenz Maschauer and Edwin Foerster. The first session will be held on Wednesday, with an informal reception on the evening of the same day. A tally-ho ride will be given the visitors on Thursday, while the different local associations will meet in separate session on Thursday evening. The grand banquet will be given on Friday evening. All the indications are that the attendance will be large, and that the convention will be one of great interest and pleasure.

A very large number of the members have already engaged rooms, and signified their intention of being present. There will be a meeting of the executive committe on Monday, the 14th, and Tuesday the 15th, and the session on Wednesday morning will be open to manufacturers and members of the press. It is expected that some of the leading manufacturers of the country will make remarks. The other sessions of the convention will be of an executive character.

The Hardware Club of New York was complimented some days since by a visit during the luncheon hour from Capt. Robley D. Evans, who was the guest of Gen. Anson McCook. Capt. Evans was in civilian dress, but every one knew him at a glance, and those who had the pleasure of making his personal acquaintance were strengthened in their admiration of him as a sailor, fighter and a gentleman.

"The wagon is a funny combination," said the wag. "It is composed, among other things, of a lot of fellows who are always tired. Nobody ever hears of a wagon having its leg pulled, but its tongue is pulled often. It has a bed, which it carries around but never gets in it. Wagons are indispensable in war. If the soldiers have no guns, the axles do, and when they get thirsty they can go to the springs under the seat."—*Farm Machinery.*

A Tacoma firm has shipped a large consignment of stoves to Alaska. This is certainly *not* carrying coals to Newcastle.

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NEW GOODS AND SPECIALTIES.

The Twentieth Century New Lamp.

Success to be permanent, must be based on intrinsic merit. The Twentieth Century Bicycle Headlight is an article of this class, and the advertising and pushing methods of the firm owning it have made it known broadcast; but the ever increasing demand for the lamp shows plainer than words that it has been able to stand up against all comparisons and the criticism of practical bicyclists. In no line of the cycle trade has competition become keener than in the lamp line. Every year has brought out new ideas and designs, some of merit and some of none, but even the latter kind makes a brief competition if only in matter of price; for it leads to stock which the owners are anxious to get rid of, and to do so they are prepared to sell at almost any sacrifice. The large trade all know these facts very well, and at various times they have had offered them articles of nice appearance at figures they know must have been below the cost of manufacture, simply because there was no special merit to the goods and no demand for them. The "Twentieth Century" Mfg. Co. have kept abreast of the times, and have improved the mechanical construction of their lamps from year to year and at the same time have met, as far as possible, the tendency towards lower prices. The 1898 model, in point of convenience over their previous models, is a great improvement; and the sale this



FIG. 1. OIL LAMP.

year has been very much larger than ever before, not only in the United States, but in England and on the Continent, and also in more remote foreign countries. Mr. Crary, president of the company, probably does not exaggerate when he states that the "Twentieth Century" Headlight is undoubtedly one of the widest known cycle specialties in the world. When the lamp was placed on the market in the latter part of 1895, it was entirely original in its features and design, and at once became popular because it gave a large light and kept lighted—two features which at that time were rarities. The 1899 model, which will be ready for delivery in December, is, in the opinion of the company, nearly perfect. They have been able to reduce the size, making it more symmetrical and compact, without affecting the splendid light-giving qualities The bracket to attach to bicycle is better and more graceful, and it is predicted that the demand for this lamp for the coming year will be greater than ever before. The company, with scientific experts, have been experimenting for nearly two years on their Acetylene Gas Lamp, and they have been hard to satisfy, as they felt that they must have as good a lamp as their other is among oil lamps, to be worthy of the name "Twentieth Century," and to be backed by their reputation. Mr. Crary says that they are greatly pleased with the results, and that it is with pleasure and confidence that they now offer a gas lamp which is safe, simple and reliable, and which gives a full brilliant light. It is as light in weight and small in size as is consistent with strength, durability and lighting capacity desired. It is similar in design, and has many of the characteristics of the oil lamp, such as aluminum parabola reflector, etc. Both "Twentieth Century" lamps will be

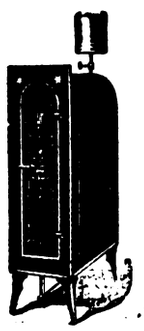


FIG. 2. GAS LAMP.

placed on the market to show a satisfactory margin of profit and yet retail at the popular prices, the oil lamp, $2.50, and the gas lamp, $3.50. The company have also placed on the market a handsome barrel-shape cyclometer which they guarantee in every respect accurate and reliable, deliveries of which can be made immediately. These goods were fully illustrated and described in a colored insert in our issue of October 25th. The "Twentieth Century" Mfg. Co., whose office is at No. 17 Warren Street, New York, will be happy to give further particulars and to supply electrotypes for trade catalogues.

Enameling Ovens.

The long experience of the National Cement & Rubber Mfg. Co. in the manufacture of Enameling Ovens, is clearly shown in illustration of their No. 2–A Enameling Oven. They carry in stock five sizes of these doubled walled enameling ovens, which can be furnished to hold from two to six bicycle frames, with larger sizes for tandems and triplets. They are made of the best material and built on scientific principles. The makers guarantee them to be absolutely dust-proof. These ovens are built with steel sides riveted to cast iron ends and base and stand free from the floor. The work placed in these ovens is exposed to radial heat only, which is evenly distributed, preserving a

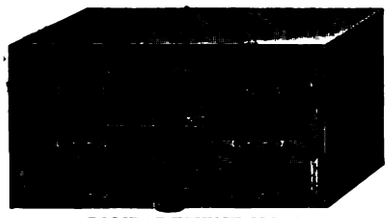


uniform temperature throughout the oven. Regularly they are fitted with the National's Improved Hydro-Carbon Gasoline Burners, but can be furnished with gas or coal burner. A special thermometer with full directions accompanies each oven. Send for catalogue to Toledo, Ohio, mentioning *Hardware*.

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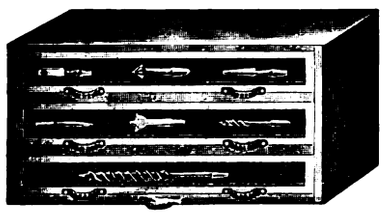
Warren's Latest Chests.

It only requires a casual observation to notice how rapidly Hardware merchants are changing their line of merchandise and their personal efforts to a greater assortment of miscellaneous small lines, which brings them a much greater profit on a smaller investment, but heretofore shelving arranged to keep these goods so that they could be instantly found and shown, has been lacking. The J. D.



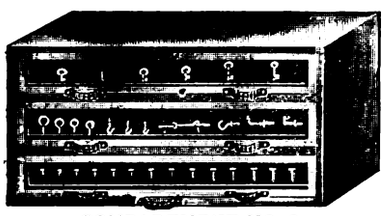
COMPARTMENT NO. 1.

Warren Mfg. Co., Chicago, Ill., are providing, in the many improvements they are bringing out in Hardware shelving, a multiplicity of partitions and a great variety of small drawers and innumerable places in them for all the small goods that bring to the Hardwareman the "Cream and Sugar" profit that other merchants have been wisely capturing. Mr. Warren has now brought out these innumer-



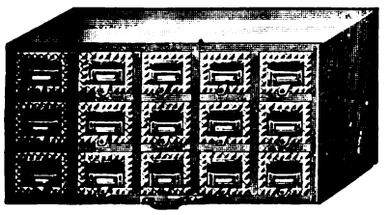
COMPARTMENT NO. 2.

able little "pockets," especially suited for such goods, in interchangeable chests, or sub-cases, that hold the small drawers. These chests, in turn, slide into spaces in large cabinets, the same as, and taking the place of, drawers, at any location along the shelving desired, thus enabling the merchant to place any line or class of goods in any portion of the store he desires and fit in the cabinet per-



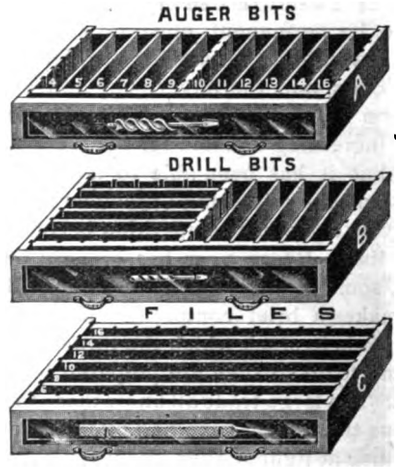
COMPARTMENT NO. 3.

fectly. We illustrate a few, which quite clearly explain the practical service of their shelving, in which other goods than those named can be placed. Compartments numbering one, two, three, etc., represent the sub-cabinets or chests that contain the small drawers A, B, C, D, etc. These chests are of the same height and length as a portion of the distances are between shelves in their large cabi-

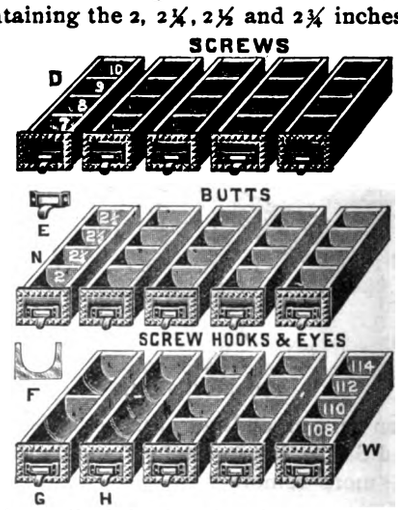


COMPARTMENT NO. 4.

nets. These small cabinets are made with such a diversity of drawers that they are suited to nearly all lines, thus enabling the merchant to transfer a class of goods to any location he may desire, as the stock or season changes. The cuts of the drawers illustrate how goods can be conveniently arranged. The drawer A shows twelve spaces for bits; the drawer B has the same partitions as A, but one-half of them have been changed to run from side to centre, to form distinct spaces for two styles of bits, taper files, etc., thus providing a different form for each style. The drawers are grooved—front, back and ends—on inside; also the centre partition is grooved, enabling any one drawer to be changed, as shown in A, B and C. The fifteen small drawers are made with circular bottoms inside, each having four spaces formed by three movable partitions. "D" illustrates the arrangement of screws: for instance, 1 inch



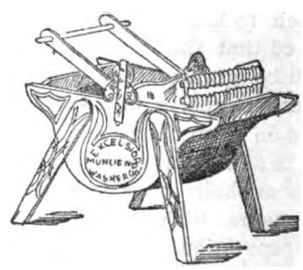
No. 7–8–9–10 can be carried in one box, thus saving time in selecting the size wanted. "E" represents the brass card frame and pull combined, holding the label, giving length and size. "N" shows the arrangement for quarter-inch fractional measurements of butts, bolts, etc., the 1, 1¼, 1½ and 1¾ inch sizes being all in one drawer; the second drawer containing the 2, 2¼, 2½ and 2¾ inches. Through



these partitions all of the fractional ¼ measurements of the inch are provided for in one drawer, and the inches, being arranged consecutively, simplifies keeping the stock. "F" represents an end view, showing the inside circle of each drawer. "G" shows the drawer divided into two spaces, while "H" shows all the partitions removed, and "W" shows all partitions in place for bright wire screw eyes, or any other small articles.

Excelsior Washing Machine.

The accompanying illustration represents the Excelsior Washing Machine, manufactured by the Excelsior Mfg.



Co., Muncie, Ind., and advertised on page 43 of this issue. The construction of it is described by the makers as "perfect, made of the best material throughout, and is war-

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ranted to give the best of satisfaction. It is sold at a price within the reach of all. Its simplicity, thorough work and price make it the most popular washer on the market." For prices and terms address the Excelsior Mfg. Co., Muncie, Ind.

The Victor Forks.

The very striking illustration which accompanies this is here introduced for a two-fold purpose. The first is to show to the readers of *Hardware* a handsome and model advertisement in which, while everything stands out in bold relief, the striking point is made that the Victor Fork is bound to impress itself, both for quality and appearance, upon the attention of the trade. The card taken merely as such is one of the most striking we have seen. The Victor Fork, it may be added, has also proved itself a great winner, and is being endorsed by its manufacturers, the Iowa Farming Tool Co., Fort Madison, Iowa, as among the win-



ners of the present day. This fork is made in manure, hay and header styles, with bent handles, braced shanks, and of superior quality. In speaking of the popularity of these goods, the manufacturers say: "Their hang does it. Then they are superior in quality—style, best we can buy; handles, better timber doesn't grow; finish, elegant. The braced shank is strong and gives the forks an increased capacity. We call them fine goods—ought to know; forty-three years' experience. Victors are only made by us." Full information will be given on application by the manufacturers.

"New Era" Oil and Gas Heaters.

Wilmot Castle & Co., Rochester, N. Y., are successfully placing on the market the two new heaters illustrated and described below. In Fig. 1 is shown their New Era Oil Heater, and in Fig. 2 their New Era Gas Heater. The construction of the one first named is as follows: It has tubes in which cool air is taken from the bottom, and heated while passing to the top; only enough air being heated directly by the flame to insure perfect combustion. In this way, the manufacturers inform us, a pleasant heat is secured, and there is no more odor noticed than from a lamp used without the heater. They add that this heater

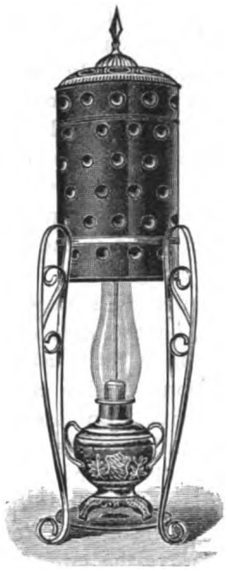


FIG. 1. NEW ERA OIL HEATER.

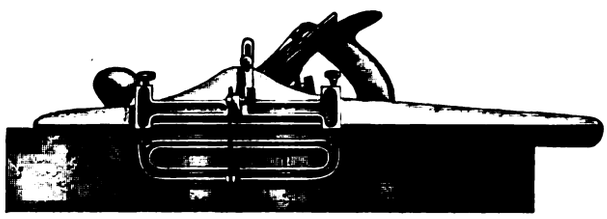


FIG. 2. NEW ERA GAS HEATER.

is adapted for use with any low lamp, one with a round wick being preferred. The stand has a simple adjustment by which the heater can be raised or lowered to adapt it to lamps of different size. In the Gas Heater, the same principle as the New Era Hot Air Radiators is used. The cool air from the floor is drawn up through the hot tubes, instead of passing through the flame. Enough air only passes through the gas to insure a perfect combustion, so that the air is not burned up, and all the rest is heated indirectly, making an efficient, but mild, heat. A rapid circulation of air is thus created in a room, producing an even temperature. Full information as to the size, prices, etc., will be furnished by the manufacturers.

Shepardson's Patent Iron Plane Gauge.

The Goodell Bros. Co., Greenfield, Mass., are just putting on the market Shepardson's Patent Iron Plane Gauge, known as their No. 333, an illustration of which is herewith shown. This device can be attached to any iron plane, and securely fastened with screws provided for that purpose. It can be set square or at any desired angle, and will be found of great assistance to any operator in either beveling or jointing, doing away with the contin-



ued use of a tri-square, to which mechanics now resort. The tool is made entirely of iron and steel, carefully ground on its flat surfaces, and attractively finished, being fully nickel-plated. The manufacturers are confident that its value as a labor saver will bring it quickly into popularity.

In the window of a wholesale hosier on Broadway is a nickeled stand called the "Silent Sock Salesman." On this are displayed what may, in the opinion of the owners of the store, be "silent socks." If they be, we will have to revise our opinion on the subject, as the combination of colors in those socks would drown the clang of the cable cars.

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Review of the Markets.

Hardware: Business, locally, is not largely in excess of current requirements. Complaint is made that by comparison with a state of affairs eagerly anticipated earlier in the season, the present conditions give an appearance of a lack of energy on the part of the buyers not at all welcome. Still, a fair average business is being done, with no speculative feeling evident. Enquiry in several important lines bearing on the future, is developing, fears being entertained that the numerous combinations already formed, or in process of formation, will have a tendency to stiffen quotations materially and possibly instigate a few advances. Early orders are being entered for goods that are usually slow of delivery after January 1st, and which under existing conditions are apt to be found in short supply in consequence of an increased demand. Steel goods, in the shape of haying tools, etc., are noted in this category.

Wire Nails: With the hope of stimulating a more pronounced demand, the wire nail mills, on the date of our previous issue, announced a concession in price as compared with previously existing quotations, of five cents a keg. No orders are entertained for delivery on dates subsequent to December 31st next. This action of the mills is criticized adversely by the trade generally, as the impression is given the retailers that a weakness exists in the wire nail trade, which behooves the trade to order only from a day to day policy. This will not improve the current situation, as stocks are in fair condition among large jobbers, who, on the programme announced, feel they are compelled to throw away five cents a keg profit unnecessarily. They think it would have been more politic to have left price as it was, as the change will start a competition on sales not desirable at this end of the season. We quote as follows: To jobbers in carload lots, f.o.b., Pittsburg, $1.30; single carloads, f.o.b., Pittsburg, $1.35. The same advance on prices, for delivery in Cleveland, of 2½ cents a keg, and Chicago, Cincinnati and Louisville of 7½ cents a keg, continues in force. With the exception of the demand for export, which keeps favorably active, there is, locally, but little increased enquiry. New York prices are quoted as follows: Carload lots on dock, $1.45; smaller lots from store, $1.55.

Cut Nails: The cut nail market continues under very conservative conditions, with but a moderate business in sight. Prices are fairly well sustained at quotations recently established. Large specifications could doubtlesss obtain slight concessions with the view of increasing the output. Mill quotations of f.o.b., Pittsburg, are, for carload lots, $1.10 to $1.12½ base. New York prices continue as previously quoted: Carload lots on dock, $1.28 to $1.30; smaller lots from store, $1.33 to $1.35.

Barb Wire: Business continues fairly good in this important line, and quotations are firmly held. Since our previous issue, an advance of 5 cents a pound on galvanized barb wire has been made necessary by the increasing cost of spelter. The market is represented by the following quotations to jobbers: Painted, in carload lots, f.o.b., Pittsburg, $1.40; galvanized, $1.75. Single carload lots are quoted at 5 cents advance. New York quotations: Four-point galvanized, in carload lots on dock, $1.90; smaller lots from store, $2.

Brass Wire, Sheet Brass, etc.: In consequence of the advancing quotations on copper, the brass manufacturers have deemed it advisable to advance prices on their line of goods. Brass wire, sheet brass and brass rods, previously quoted at 40 per cent. discount, have been advanced to 35 per cent; and brass tubing formerly held at 45 per cent. discount, is now quoted at 42½ per cent.

Shot: On October 24, a change was made in the current quotations on shot by the manufacturers which make the following the prevailing prices with the Eastern manufacturers as follows:

Drop Shot, up to B, 25-pound bag	$1.25
" " " 5 "	.30
Buck Shot, 25-pound bag	1.50
" " 5 "	35
Chilled Shot, 25-pound bag	1.53
" " 5 "	.35
Dust Shot, 25-pound bag	2.00
" " 5 "	.50

Terms, net 30 days, or 2 per cent discount for cash in ten days. The Eastern market has been held very steady as to current prices, which, considering the varying quotations of the Western makers, must be a gratifying state of affairs.

Cordage: Notwithstanding the fluctuations in the hemp market which would ordinarily affect current prices on cordage, under the moderate demand prevailing, prices remain as previously quoted:

Manila, 7-16 inch and larger	per pound,	9½ cents.
" ⅜ inch	"	10 "
" ¼ and 5-16 inch	"	10½ "
Sisal, 7-16 inch and larger	"	8 "
" ⅜ inch	"	8½ "
" ¼ and 5-16 inch	"	9 "
" Lath Yarn	"	7½ "

Smaller quantities are held at the customary advance.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, under date of October 31st, quote as follows: In lots of less than 5 barrels, 38 cents per gallon; in lots of 5 barrels or more, 37 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw; Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE PORTLAND TRADE.

Fall business is quite good, and the orders as many, or more in number than is usual at this season, but they are small in amount and growing smaller each year.

We sometimes wonder if jobbers realize how much more work is required to market goods to-day than was exacted for the same amount of sales a few years ago. The buyer, the financial man, and the heads of our large firms are apt to overlook the amount of detail attending the sales of Hardware at the present time. To begin with, prices are lower than ever, and even if our customers bought in the same quantities, much more would be required for the same amount of sales, but this is but part of the trouble. Fierce competition for orders, and the increased number of salesmen calling on the trade have encouraged retailers to buy in smaller quantities, and buy oftener.

Now it takes just as much time to get out one-quarter dozen of any article as it does a full dozen, just as much labor to pack, just as much labor to ship, just as much time to enter on our books, as much time to figure, as much time to carry through the books, as much effort to collect, and the only redeeming feature is, if the customer goes into insolvency, we lose less than formerly. Yet in the face of these facts, that cannot be refuted, the jobber is figuring all the time to cut down the percentage of his neighbor's profit by quoting lower prices, seemingly overlooking the fact that he is injuring himself as much or more than he does the other fellow.

It is no kindness to the retailer to sell him your goods without any profit to yourself, for be sure there is another behind you, just as smart, just as eager for business, and just as able to cut as you are. You may get business that does not belong to you for a time, but you are sure to lose at the other end, as someone will do to your customers what you have done to his, buy his business, and as the retailer bases his profit on his cost, he is, if anything, a loser by this unfair competition. It is human nature, you say. Yes, but human nature unjust to itself, as well as to its fellow man.

Again, there is a class of customers who quote prices that have not been made, or make offers that do not show

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any profit, and some jobbers seem to think they can make that man their customer by meeting the supposed quotation or accepting the offer. Now if they will only stop to reflect they will see they cannot hold such a man, and he will only buy one or two bills, and use their prices to pry the next man down.

The jobber is his own worst enemy, and why cannot men who have good judgment in almost everything else, use a little common sense in making prices? No one can lay it all to the other fellow, there are few, if any, that can lay claim to any great amount of virtue in this direction, but why cannot jobbers be more fair with each other? Surely there never has been a time when a legitimate profit was needed any more than to-day, for the cost of doing business is constantly increasing.

THE EMERY-WATERHOUSE CO.

THE COLUMBUS TRADE.

It is surprising how quickly time flies when you are in no especial hurry, and how slowly it moves when you have something pleasant to anticipate. For example, we will say that the time to shoot the plump bob-white is slow coming, but the time to write a semi-monthly trade report for *Hardware* gets around before you know it. We sometimes think these frequent trade reports must become somewhat monotonous to the readers of *Hardware*, inasmuch as they are about the same thing from time to time. It reminds us of a parrot story that may be as stale as trade reports, but it illustrates the point at any rate. A gentleman owned a very smart parrot, and of course every one who talked to Polly would address it in the same old way—"Good morning, Polly, pretty Polly, Polly want a cracker?" Now Polly got sick of that cracker joke. A preacher went to interview Polly, one day, and he started in as usual—"Good morning, Polly." Polly never said a word. The preacher again said, "Good morning, Polly." Polly hitched up her wings and looked at the preacher and said: "Good morning—now don't get off that dam cracker joke." Now trade reports (from Columbus, at least) are the same old crackers. We cannot help it, however, as we know more about the prices of Hardware than we do about writing articles for a leading Hardware journal. If it were not for the fact that Columbus is one of the principal Hardware distributing cities of the country, and should be heard from with regularity, we would be tempted to not bore your readers again.

Now for the cracker. We can report business as being at high water mark. Perhaps not as high as the water was last spring, when it flooded the west side of our city and drowned nearly 400 cans of powder for us. We do not want it to get that high again, but trade can keep on rising and we will not complain. Seasonable goods are in active demand, and as before stated, many articles are hard to get; in fact, cannot be gotten fast enough to supply the demand. If the government could transform the guns that were used against Spain into shot guns to make war on rabbits and quail, they would have no trouble in finding a market for them now; but army guns do not spread shot over enough territory. The writer likes a gun that will spread shot over at least a ten-foot circle and put shot in every inch of that circle; then he can come home with a good bag of game. But a Winchester pump gun don't do that, and as that is what I shoot with, it is needless to say that many a cotton-tail and bob-white is only scared, and no doubt wonders what that fellow was shooting at.

We again return to the cracker. Changes are not many since our last report. Shot has taken three tumbles—one when it tumbles down the tower and two in decline in price. The price on nails is none too firm. Wire holds its own if it is good quality. We find some jobbers are already trying to book orders for wire cloth and poultry netting. If any one can show us where the average retail dealer is benefited by placing an order for goods six months before he needs them, we would be glad to be enlightened. If any salesman represents that there is likely to be an advance, he is trying to deceive his customers, as there is no indication of an advance, and if we read the signs of the times correctly, season goods for spring trade will be sold at lower prices than now prevail, and lower than have ever been known. They say prices are guaranteed. Well, what if they are? You will gain nothing, as you will have dozens of opportunities to buy when you need the goods, and you may see something new, or you may sell out, break up or die. We know from observation for the past twenty-five years that the average retail dealer makes a mistake when he buys goods months before he needs them. The best way is to get posted on prices of the different brands and styles of goods. If they are all the same price, then buy the one of highest quality, and there is a big difference in quality of wire cloth, poultry netting, screen doors and many other articles, but as a general thing you can buy the best at nearly, if not quite, the price of some "off" brand.

Well, we have strayed away from the cracker so far that we will not return to it again this time.

SMITH BROS. HARDWARE CO.

THE CLEVELAND TRADE.

The sooner the organized trade associations learn that agreeing on prices is entirely foreign to their purpose, their value will be increased. The first thought of many people, when invited to become members, is that nothing will be gained unless they can fix prices. Experience shows that nothing valuable can be permanently gained if the attempt to make prices higher by agreement is made. The most prosperous societies do not attempt to make prices, and this a principle of their organization. Much that would improve methods has been done and can be done. The tone of business can be greatly improved, and many evils corrected, by the influence of an organization that could not be accomplished by individuals.

Any system that does not benefit the public has no claim for public respect. Organizations for purely personal gain are likely to have an early death, and the one thing to be avoided in all trade organizations is an attempt to fix prices at which goods shall be sold by the members. This indicates a narrow and selfish purpose.

The secret of the prosperity of some associations and the failure of others will be found in the observance, or the non-observance, of this fundamental principle. It is better to disband unless a majority can be persuaded that the organization can be valuable, without attempting to agree upon prices.

The National Hardware Association, at its first meeting, prohibited such an attempt by its first by-law, which they have never violated; the retail associations will save themselves trouble by doing likewise.

There is very little change in trade conditions. Wire nails are weak in price, with an advance of five cents per 100 on galvanized wire. It is impossible to fill orders for some seasonable goods, as the factories cannot furnish them.

Now that export trade will take our surplus stocks, we are not as likely to be troubled by the unloading process that has demoralized prices in the past. Advances and declines are likely to be on a conservative basis, which is desirable to both jobbers and retailers.

LOCKWOOD-TAYLOR HARDWARE CO.

THE BIRMINGHAM TRADE.

The volume of trade in this section is large, and prospects for the future are quite good. It is true the price of cotton is very low, and one would think it would tend to produce hard times, but we have heard less complaint than

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usual on this account. We suppose it is because the farmers are learning to diversify their crops and not to depend upon cotton altogether.

Our mines and furnaces are running full time, and, so far as we can learn, have plenty of orders. This tends to keep business in that direction good. The building of a steel plant has added some money to circulation locally, and is giving employment to quite a number of hands. We hear contractors say that it is more difficult to obtain labor than usual, which would indicate that there is more work going on, and that there is no idle labor in the vicinity. In addition to the steel plant, there will be built a rod mill, which will produce all kinds of wire and wire nails, so that in a few years Birmingham should be headquarters for iron and steel and the products produced from them. The building of this steel plant and rod mill also necessitates building quite a number of houses for employees, and it gives an increased demand for all kinds of building material, such as lime, cement, sash, doors and blinds, grates and locks. We anticipate that this work will increase rather than diminish for some time. Altogether the outlook is encouraging.

We learn that the export of pig iron keeps up and is rather on the increase than otherwise. We think this is a wise solution of getting rid of the surplus, and tends to keep the iron market in a much healthier condition. If we had to find a market in this country for 200,000 tons which have been exported, we do not anticipate that the conditions would be near so favorable as they are. Besides, this tends to bring into this district foreign capital, so that we do not have to live altogether upon each other.

If as wise a solution of the cotton question could be found and solved in a similar way, then the South would be decidedly the best section of the country. It has already many advantages over the other sections in the way of climate and many natural advantages, but if our farmers could keep a surplus of cotton off of the market, we would still have a better country than we have. Trust that some day will find a solution of this great question.

MOORE & HANDLEY HARDWARE CO.

THE CHICAGO TRADE.

The advance in the price of spelter, and the advance of the manufacturers on galvanized wire, both plain and barbed, with the small advance in the price of tin plates, have really been about all of the interesting features worthy of any consideration in the Hardware trade.

Whether it is because of the expected tinplate trust going into effect, or because there is more building going on in the country we do not know, but we certainly have experienced during the past two or three weeks a much better demand for roofing plates of all kinds, and quite a lively increase in the business of general building Hardware at the present time.

We are sending out quite a large opening stock for a new firm in the retail trade, and our mail orders are better than we experienced during either September or October, and we have every reason to expect that our trade for the month of November will be first-class in every respect.

WELLS & NELLEGAR CO.

THE KANSAS CITY TRADE.

A very few men have lived to read their own obituary and epitaph and know something of what others thought of them. We are aware of the fact that some are born great, some achieve greatness, while others have greatness thrust upon them. Measured by this category, where do we "correspondents" come in, in view of the editor's effusion in your October 25th issue? We think possibly we were born great, some of us; others achieved greatness, but if this "thrust" is to imply greatness, permit us to thank you. We lift our $10 plug hats and consider ourselves "greater" than ever.

Now we are able to appreciate Bobby Burns in his

> O, wad some power the giftie gi'e us
> To see ourselves as ithers see us, etc.

If the editor don't care, this writer will take a good-natured "fall" out of him and quote rugged old Ben Jonson. It was he who said: "Of all wild beasts, preserve me from a tyrant, and of all tame, from a flatterer."

In this connection, your correspondent asks permission to outline the formation of a correspondent's club to meet once a year in New York city, at the expense of *Hardware*: Suppose we adopt the name of "The Order of Amalgamated Correspondents." For High Muck-a-Muck, the editor of *Hardware;* for First Lord of the Slag Heap, the man from Pittsburg; for Chief Puddler (of beans), the man from Boston; for Inspector of (fish) Scales, the man from Cleveland; for Chief Greaser of the Rolls, the graphite fiend; for Purveyor of Bone Dust, the man from Columbus, etc., etc., etc. A called meeting will be held February 29th, 1899, at which time applicants for admission will present themselves to *Hardware* for boat fare to Hoboken. His royal highness, the High Muck a Muck will be at the "slip" and will easily recognize us. Should there be a "slip" in these plans on account of date or incomplete data, the matter will be postponed until we meet in Paris.

The first break in an otherwise steady market came last Saturday, October 29th. We reduced prices on nails and wire 10 cents per hundred pounds. However, we are now advancing galvanized wires 35 cents instead of 30 cents above the base. Thus far we have succeeded admirably in filling orders for seasonable goods—in fact far beyond our earlier anticipations. We are pleased to chronicle a steady and satisfactory business. One item on which the trade from sea to sea has been "at sea" for months, seems in a fair way of adjustment. We refer to manufacturers' and jobbers' prices upon horse shoes to the consumer and

PAN-AMERICAN R. R. BARROW.

With Round Steel Spoke Wheel. The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.



Write THE KILBOURNE & JACOBS MFG. CO.
COLUMBUS, O., U. S. A.

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o legitimate retailers. This writer would be pleased to believe that he believes the new prices will "stick." So far as our house goes our salesmen have positive instructions to maintain the agreed price—but. We will hear from others later.

Our local business conditions during October touched the highest recorded notch in trade history. Political issues, thank fortune, are not this year a demoralizing factor, but just think what is to come in about ten months. Then it is that we sigh for a lodge in some vast wilderness, and berate ourselves because other "statesmen" will persist in "ruining the country," "scaring gold out of the country," howling about serfs, slaves, and other aristocrats; some for high tariff, horizontal nonsense and free trade; woman's rights, free whiskey, Alger, Croker and the devil. If we could have a six-months' "hiatus" how gladly we would hiate during presidential elections.

GILLE HARDWARE & IRON CO.

THE DAVENPORT TRADE.

Before this letter appears in print the November elections will occur, and the people of this great commercial, manufacturing and mining country will have expressed their opinion and wishes as to the sort of currency they desire in carrying on their large transactions.

There are some changes in prices to record; nails seem a little lower, white lead has declined a quarter of a cent per pound, and galvanized wire, both plain and barbed, has advanced five cents per hundred pounds. Grindstones are higher; manufacturers of steel goods hold prices firm on their revised discounts. The month of October has been one of the best of the ten for 1898 in the volume of trade, as well as collections.

This has been decidedly a floral year; blossoms appeared early, and the frequent rains and warm sunshine have kept the gardens and fields decorated with the most beautiful colorings and have delicately perfumed each gentle breeze that comes from the broad, rolling prairies to the overcrowded, overheated and turbulent cities. And now, just as we have bidden adieu to the last rose of summer, there comes from the Far East, even from the great metropolis of this country, aye, from the office of *Hardware*, a zephyr that at once cools perspiring brows and calms and rests the over-worked and tired brain of many literary workers in the West, bearing on winged winds bouquets of richest fragrance to all of those brave contributors to *Hardware*. With profound bow the writer herewith expresses his hearty thanks, which are not f. o. b., and subject to no discount.

SICKELS, PRESTON & NUTTING CO.

THE PHILADELPHIA TRADE.

As usual at this time of the year, county fairs are coming to the front with the customary interruption to business, and Philadelphia has lately had an experience of this kind in the Peace Jubilee held a few days ago, and which, while gotten up on a scale that we, as Philadelphians, have reason to be proud of, was an interruption to business as viewed from the wholesaler's standpoint.

With this disposed of, trade is again coming in, and there seems to be somewhat of a disposition to order rather more freely than in the past; the low prices of goods, probably, proving tempting in this respect.

In view of the heavy demand for iron and steel, it is surprising that prices should continue on the present low basis, and already we find some manufacturers refusing to meet the low prices which have prevailed, stating that they have orders on their books for some time ahead, and, therefore, do not care to take further orders at unremunerative prices. As soon as the majority of the leading manufacturers reach this conclusion, prices will naturally stiffen.

The event of the past week has been the retirement from the jobbing business of Wm. H. Allen, who has the unique record of having been in business in the same store for fifty-five years and without losing a partner until last year, his brother was removed by death. During all this time, Mr. Allen's career has been such as to win honor and respect of those about him, and he has stood the financial panics of 1847, 1857, '61 and '73, without embarrassment. It is certainly a record of which any business man should be proud, and we doubt whether many other cities in the country can surpass this record. In recognition of Mr. Allen's worth, a luncheon was given this week in the rooms of the Hardware Merchants' & Manufacturers' Association of Philadelphia, in honor of Mr. Allen's retirement, and many kind and sympathetic words were said in his hearing, and many good wishes expressed for his future happiness.

Such amenities go far to demonstrate the usefulness of our mercantile associations, and when such an example of business probity is held up in emulation to the young men in the trade, it cannot be otherwise but beneficial.

BIDDLE HARDWARE CO.

THE ALBANY TRADE.

The "Hegira" to Milwaukee to attend the National Hardware Association Convention on the 16th prox., absorbs the attention of the "jobbing fraternity" throughout the land, and the getting away of busy men involves necessary preparation to the exclusion of lengthy trade letter writing, but all will, no doubt, go away with the satisfactory feeling that trade will continue right along in the same "fullness" that has of late characterized its condition. October rounded out in good shape, the balance in the volume of business being on the right side, and the prospects for the rest of the season are undeniably good.

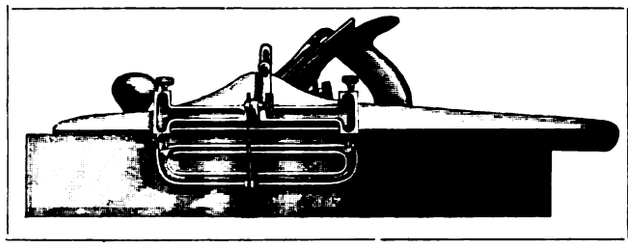
Among season goods, skates have sold up to expectations, when the "left overs" of last season, caused by the mildness of the weather, is considered. The slightly higher



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NEW No. 333

SHEPARDSON'S PATENT .....IRON PLANE GAGE.



Per Doz. $24.00 List.

Can be attached to any Iron Plane and set for jointing or at any desired level. It is well made, and fully nickeled.

WRITE FOR DISCOUNTS.

GOODELL BROTHERS COMPANY, Greenfield, Mass., U. S. A.

prices help out, however, and compensate for loss of interest on stocks carried over. Snow shovels were well cleaned out in this section last winter, fortunately, too, for the prices this year are favorable for the buyer, if not for the manufacturer, and large sales for this line are obtaining. So are sidewalk cleaners, now an important jobbing article. Skate straps and skate sharpeners also are frequent items among the salesmen's orders with sleighs and coasters for "Young America."

Orders for nails are running heavier, as stocks have been trimmed down close, and the demand shows that assortments must of necessity be kept full now to meet requirements. The price, though a trifle higher than a few months ago, seems low, and a moderate advance would not appear unwarranted.

Pools and combinations appear to be growing. To get in in time before the books are closed requires alertness on the part of the watchful buyer. "Next" is what puzzles us, and just now full shelves and bins are more sightly than empties. While it is said "The mills grind slowly," but they do appear to grind and plenty of grist is now in the opinion of conservatives, good judgment.

The best season of the year for cutlery is at hand. The handsomely mounted carvers and table knives showing sensible shaped blades, reflect the highest credit to the deserving American manufacturers and appeal to the good sense of the appreciative buyers.

The same is true of pocket knives and razors. although many foreign goods are still imported in these to add to variety which is so helpful for elaborate displays. Food choppers and meat cutters are having large sales, and deservedly so, being now well introduced, and their merits so apparent to practical housekeepers. Keep up your stocks in these lines, is believed to be good advice, as back orders discourage those who depend upon yon for prompt shipments.

Good feeling and good prospects prevail generally throughout the trade in this section, and may hopes be realized. More anon after the convention.

ALBANY HARDWARE & IRON CO.

THE PITTSBURG TRADE.

The editor thinks these letters are of interest to his readers. We trust he is right in his surmise, and that the reports from all sections of the country are useful in making up opinions as to the general business situation.

Locally, we report the window glass strike settled and factories started on a seven months' run. This removes an unsettling element which threatened for a few days to disturb the market.

Our distinguished fellow citizen, Andrew Carnegie, is to be honored by a reception and banquet at the new Hotel Schenley, under the auspices of our Chamber of Commerce. Mr. Carnegie is to make an address, and we have no doubt will give expression to views as to the general business situation, which will be of great interest. Mr. Carnegie's success as a manufacturer, his liberality as a patron of the fine arts, and his broad views in beneficence, make him the man whom our citizens delight to honor.

The fall trade is moving along in very good volume, although not as heavy as we had hoped for. The extreme low price of goods makes it difficult to run the amount of sales beyond that of previous years. We welcome advances which come based upon increased demand, and hope for more of that kind by January 1st.

Election day is approaching, and interest is mainly centered in local and State affairs, as the people feel that national matters are in good hands and they can take this year to clean house at home.

LOGAN-GREGG HARDWARE CO.

THE GRAPHITE TRADE.

We may as well draw the long bow and say that at no time in the history of the world has there been such a demand—and a clamorous demand—for graphite productions. Like Uncle Sam, we can say that things seem to be coming our way.

Some day in the near future there will be added to the regular market reports of production of wheat, cotton, sugar and general staples, that of graphite goods.

We have a plant that should be large enough to supply everybody, but it has overflowed into a new 80 by 40 feet three-story annex, which merely relieves the strain, and does little towards stopping the inflow of the "Why don't you ship," "state when," "wire a shipping date" style of correspondence. On top of this come the foreign orders from representatives in London, Germany, France, Denmark, Austria, Mexico, and about everywhere else, all apparently dependent upon immediate supplies. We take them all, and we hustle and await a season of orderless days, which may enable us to restock our shelves with regular goods, a season which is as illusive as the will-o-wisp.

One day's shipment in the last week in October was eighty-four tons. If the new National possessions should also get into line and guess they will take some graphite productions, they may have to guess again. We are not turning people away yet, but keep on inviting them to call again, and whether a "five grosser," or a "five carloader" the orders will receive our best attention.

New fall catalogues will be out before we may have the felicity of again writing you.

JOSEPH DIXON CRUCIBLE CO.

Situations Wanted.

A THOROUGHLY reliable man of good business experience wants any kind of responsible position. Has special knowledge of bicycle trade. CAREY, No. 500 West 166th Street, New York.

For Sale.

FOR SALE—Right to manufacture desirable Hardware novelty under patent. Cheap, novel, useful, attractive. R. E. H., care HARDWARE, No. 143 Chambers Street, New York.

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Americans Coming to the Front.

W. T. Stead, the eminent English editor, writes from St. Petersburg, Russia, to the Associated Press, as follows:

"Americans are coming well to the front in Russia, as they are discovering more and more what an immense and undeveloped field the lands of the Czar offer to Western enterprise. Russia is but at the beginning of a new epoch of industrial development. Before the next century closes she hopes to have achieved a progress as great as that which the United States has accomplished in the closing century. No one adequately realizes the immense agricultural resources of the immense prairie through which the Czar and Prince Khilkoff are running an iron highway eight thousand miles long. Americans are supplying many of the rails, American engineers are everywhere. One American is superintending the construction of new steel works near St, Petersburg. Bates' dredges are to deepen the Volga, the Dnieper, the Don and I know not how many Russian rivers besides. The representative of Messrs. Worthington is laying down 200 miles of eight-inch piping in the transcaspian region, through which the Rothschild oil combination will pump petroleum by means of four pumping stations, all of which will be supplied with the latest American pumps.

"The other day I met an American geologist and engineer, who, having quit the post of city engineer in a great American city, had been spending the summer examining the gold mines of Northern Siberia, and before the day was over I stumbled on another who had been reporting on copper mines in the Khirgis steppes. The testimony of these Americans was favorable to the labor value of the Siberian workman. The Russian is docile, quick to learn and does quite as good work as any but the skilled laborer in the States. As a craftsman he is a past master with his only tool, the axe, and my American friends seemed to think that he would be equally deft with other tools if he had had the training of the skilled artisan.

"There is manifest in certain quarters a suspicion that after a time the cordiality of Russian and American friendship may undergo some little change. The American element in the country is as a little yeast leavening the Russian mass with American ideas. Already Russian workmen here and there have been heard to observe that they had no use for a Czar, a phrase which seems almost pure American."

The History of a Famous Blacking.

Some years ago, in a small country village, a poor old soldier called at a hairdresser's and asked relief, stating that he had stayed beyond his leave of absence, and, unless he could get a lift on the coach, fatigue and severe punishment awaited him. The hairdresser listened to his story respectfully, and gave him a guinea. The veteran was profuse in his thanks. "How can I repay you?" he said. "I have nothing in the world but this"—pulling from his pocket a dirty piece of paper. "It is a recipe for making blacking, and you may be able to get something for it to repay you for your kindness to the poor old soldier." That dirty piece of paper was the recipe for the renowned Day and Martin's blacking; and that hairdresser was the late wealthy Mr. Day, whose manufactory is one of the ornaments of London, and whose place in Regent's Park rivalled in magnificence the mansions of the nobility.—*Ironmongery (England)*.

"Does this car go as far as one Minute Street?" asked a passenger on a Market Street trolley.

"Never heard of it," replied the conductor.

"Well, then, Sixty-second Street?" smiled the passenger.

And the conductor coughed and said: "That's hour terminus."—*Exchange.*

When American enterprise has a chance in the late Spanish colonies the change will be something like that which occurs when a section of the Colorado desert is brought under the influence of irrigation. The agricultural and the mineral resources of the West Indies and the Philippines have been little more than touched under a government that provides no roads, that heavily burdens industry and that makes the preservation of peace and order impossible. The American business man is already waiting in the waters of Cuba for the warrior to give him a chance to establish trade. The American financier is studying island maps as carefully as the soldier is, and is measuring the need of fiscal institutions and means of transportation. Commerce is already with its balm to heal the wounds of war. And the money that Americans will make will not be made out of the people emancipated from subjection to Spanish captains-general; it will be made by supplying those people with the things they need and assisting them to develop the resources of their own countries for centuries blighted by Spanish land pirates. The world will be astonished at the recuperation and expansion of industry in these islands east and west when the Spaniard is removed and the influences of the nineteenth century are permitted to operate.—*New York Journal of Commerce.*

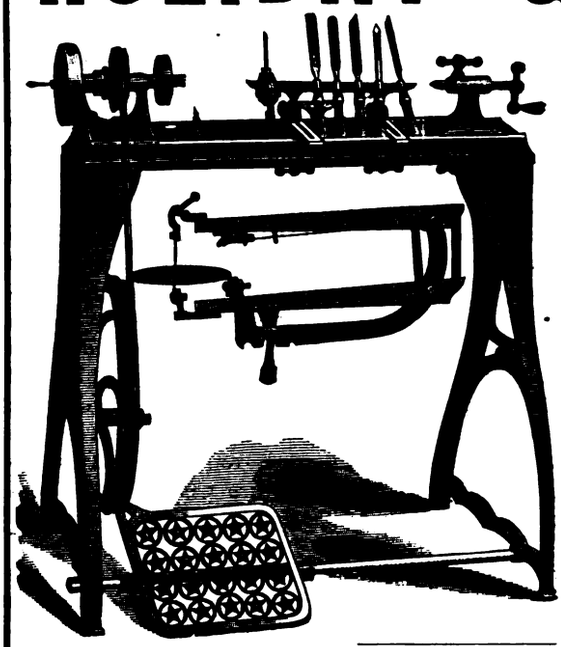
The secret of success is never far to seek in a business career, because however many disguises it may wear at different times, it is always to be recognized as the old-fashioned hard work. Broadly speaking, the successful business man may be described as the man who always wanted success so much that he was willing to exert himself to the utmost for it, while the man who has failed to distinguish himself may be described as one who never wanted worldly success enough to practice self-denial in order to get it.—*Merchants' Review.*

In 1896, 185,914,000 cigars were exported from Cuba.



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HOLIDAY GOODS.



Many kinds of Scroll Saws have been put on the market by ourselves and other manufacturers during the past twelve years. Of these only a few have proved good enough to remain in demand. The call now is for a well-made, practical machine, and all second-class ones are of slow sale.

Those who want a good Lathe with Scroll-Sawing Attachment and all Tools and Improvements to the very latest moment will buy the Goodell Lathe.

Those who want only a Scroll Saw with Drilling Attachment and Rubber Blower will prefer the Rogers Saw.

These two machines are taking the place of all others, and are now the most in demand throughout the world.

No dealer can make a mistake by laying in a stock of them. About Christmas time they are wanted in every town, and will make business lively at this otherwise dull season.

We also keep a full stock of Designs, Wood, and all other Scroll Sawing goods.

Price of Goodell Lathe, complete, $12.00.

Price of Rogers Saw, complete, $3.50.

MILLERS FALLS CO.,

No. 93 Reade Street, New York.

THE

FIFIELD....



AUTOMATIC

DRILLING

ATTACHMENT

SELF-FEEDING

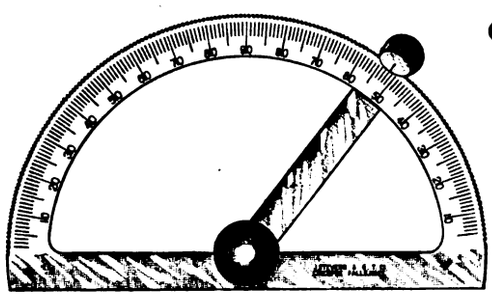
ALBANUS L. SMITH & CO.,

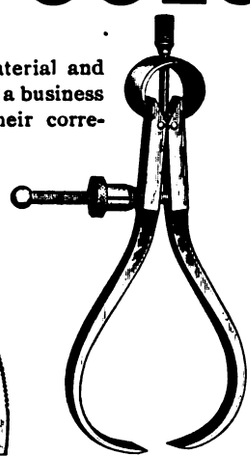
1305 Arch Street,

PHILADELPHIA, PA.

STEVENS TOOLS

Are of the highest quality as regards material and workmanship. We are prepared to make a business proposition to the trade and solicit their correspondence. . . . .





J. Stevens Arms & Tool Co., P. O. Box 316, CHICOPEE FALLS, MASS.

THE

UNION AUCTION CO.

AUCTIONEERS.

TUESDAY, NOV. 22d, at 10 A. M.

At their Auction Rooms, No. 79 Murray Street, New York.

SPECIAL SALE OF

GENERAL HARDWARE & CUTLERY.

Including Shelf Hardware, Shears, Carving Knives and Forks, etc., etc. Two thousand dozen Files of all sizes and descriptions; Taps and Dies, Oilers, Bolts and Nuts, Set Screws. Also including a large line of Tinners' Tools, Supplies and Machinery. The consignments, from well-known Importers and Manufacturers, make this sale well worthy of the attention of all Iron and Metal Workers and Hardware dealers.

THE UNION AUCTION CO.,

79 MURRAY STREET, NEW YORK,

have weekly trade sales of merchandise. Consignments are received, stored and insured at the expense of the Company when entrusted to their care.

CLARK & COWLES.

RIVETS PLAINVILLE, CONN. SPRINGS

STAMPING AND FORMING

HORSESHOE-H-STUDS (Neuss' Patent)



Always Sharp! No Slipping of the Horse!
No injuries as caused by other Studs!
Great Saving of Horses and Horseshoes!
Price List, with Testimonials, Post Free.
Patentees and Sole Manufacturers.

LEONHARDT & CO.,

SCHOENEBERG-BERLIN, GERMANY

BEST INVESTMENT EVER MADE.

Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

ON OUR AD. LIST AS ONE OF THE BEST.

Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

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Send Postal for FREE Sample Package...

GEM PATENTED.

THE "GEM" PAPER CLIP for holding together enclosures, Mss., etc., is the only one that can be used over and over again. After fastening together a thick bunch of papers, it will be just as effective next time on a thin one. Retails at 15 cents per box of 100. . . .

SPECIAL PRICE TO THE TRADE.

CUSHMAN & DENISON, 159 Ninth Ave., New York.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.



Universal Spoke Shave.

Has two detachable bottoms, adapting it equally well to circular work or straight; and, by means of a movable width-gauge, can be used in rabbeting.

Either handle can be screwed into a socket on top of the stock, thus enabling the owner to work into corners, or panels.



No. 67. Spoke Shave, for curved or straight work, $1.50

The Exportation of Wire Nails.

The rapid growth in exportation of American manufactures is illustrated by some figures which the Bureau of Statistics has recently compiled regarding the exports of wire nails. This compilation is the result of a recent publication in the *British Iron and Coal Trades Review*, which says that "it is clear that the United States threatens Europe with a serious competition in the nail trade, despite the fact that it is a highly finished product and involves the employment of a large amount of skilled labor." This compilation shows that the exportation of wire nails from the United States has grown from 1,547,078 pounds in the fiscal year 1888 to 22,894,099 pounds in the fiscal year 1898. The growth, which has been phenomenal ever since the beginning, has been especially so in the last two or three years. In 1895 the exportations were 4,367,267 pounds; in 1896, 8,031,927 pounds, thus practically doubling in one year, and in 1898, 22,894,099 pounds, showing a similar gain in the last two years, the exports of 1898 being more than five times those of 1895.

The universal demand for this product of American workmen is shown by the fact that our wire nails go to every grand division of the globe, and to practically every country. Germany, France, Belgium, Netherlands, the United Kingdom, Canada, Central America, the West Indies, all the South American States, China, Japan, Asiatic Russia, British Australasia, French Oceanica, British and Portuguese Africa, in fact, it is difficult to find a spot among the civilized and semi-civilized people of the globe where this recent product of American invention and American labor does not now find a place. To the Danish West Indies the exports last year were 4880 pounds; to Peru, 25,985 pounds; to Argentina, 268,942; to China, 9632 pounds; to British Africa, 49,299 pounds; to British Australasia, 1,118,459 pounds, and to Japan, 4,372,292 pounds, the exports to Japan being larger than to any other country, and forming in the fiscal year 1897 nearly one-half of the total exports of this article.

HARDWARE costs only One Dollar a year.

JUST TO REMIND YOU

Hardware Dealers and all others Interested in Bicycles.

Iver Johnson Cycles for 1899

Will have

Drop Forged Connections Throughout.

N. B.—This is the strongest and best form of construction.

Branches:
NEW YORK,
99 Chambers St.
BOSTON,
408 Washington St.
WORCESTER,
364 Main St.

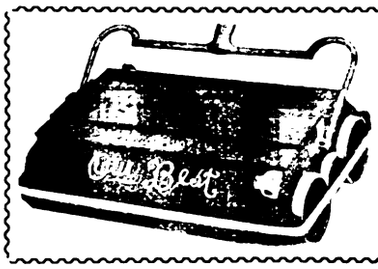
Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.

GOSHEN SWEEPER CO.'S

HOLIDAY LINE NOW READY.

...30 Different Styles at our Recently Reduced Prices...

BEST—EASIEST RUNNING—CHEAPEST.



"OUR BEST,"
Cam Action, Self-Adjusting Brush, Dust Proof, Noiseless. . . . Made in six finishes. Assorted woods, selected from choicest figured stock; Piano finish. Price, Nickel Trimmed,
$24 00 per Doz.

OUR SWEEPERS REQUIRE NO OILING.
EVERY SWEEPER GUARANTEED.

THE "SELECT"
Is the Easiest Running and most practical and popular Sweeper made . . . Broom Action, Noiseless, Dust Proof. The rubber brush roll makes a strong friction, and prevents wear. Made in six finishes, highly polished. Price, Nickel trimmed, $22.00 per Dozen. Japan trimmed, $20.00 per Doz. Liberal discount for quantity and to Jobbers.



WRITE FOR NEW COMPLETE CATALOGUE.

Goshen Sweeper Co., Grand Rapids, Mich.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Mt. Vernon, N. Y.—Frazer & Dean Co.

Redwood, N. Y.—J. Soper.

Rugby, N. D.—H. W. Ellingson.

Changes and Improvements.

Akron, Iowa.—Hauck & Sargent, Hardware, succeeded by Robertson & Sargent.

Alliance, Ohio.—Oby & Love, Hardware, succeeded by A. B. Oby & Co.

Almonte, Ont.—The property formerly owned and occupied by the late D. C. Lochead, on Mill Street, is undergoing repairs prior to occupation by G. A. Muir & Co., Hardware merchants, who intend taking possession in a few days.

Ashby, Minn.—Henry K. Nelson, Hardware, reported to have sold out.

Brownsburg, Ind.—J. A. Morgan & Co., Hardware and furniture, succeeded by the Morgan-Tolle Co.

Cambridge, Mass.—Louis A. Stingel has bought the Hardware and bicycle business of the late Wm. T. Maguire.

Cascade, Wis.—Ruppenthal Bros., Hardware, succeeded by Adolph Ruppenthal.

Centreville, Mo.—Busteed, Price & Catlin have sold their stock of Hardware implements, carriages, etc., to Wright & McKenney, and have discontinued business.

Charlotte, Mich.—J. L. Colisi, Hardware, has sold his large establishment to Jerome Chapin and George W. Pue.

Chillicothe, Ill.—H. Thompson, Hardware, moved to Freeport.

Columbus, Ga.—J. Bush & Son, Hardware, succeeded by the Bush Hardware Co.

Connersville, Ind.—William J. Cain and Charles B. White, proprietors of the Cain & White Hardware store on West Fifth Street, have, by mutual consent, dissolved partnership.

Converse, Ind.—Bond, Powell & Sumpter, Hardware, succeeded by Bond & Powell.

Council Bluffs, Iowa.—Charles Swaine, Hardware, succeeded by Swaine & Mauer.

Delton, Mich.—Aldrich Bros. are building an addition to their Hardware store here. It will be twice the size of the store at the present time.

Fairfield, Iowa.—Willim J. Pattison, of Cedar Township, has purchased a half interest in the Hardware store of J. R. Speck and will be found hereafter at that place.

Galion, Ohio.—A. D. Helfrich has purchased the Hardware department of S. E. Riblet's Hardware, stove and tinware establishment, at No. 119 East Main Street, and will deal in a complete line of builders' Hardware, paints, oils, glass, etc.

Geneva, Ind.—Fred Pyle has sold his interest in the Pyle & Martin Hardware business to John W. Kelley. The same will be continued by the new firm at the old stand.

Greenwood, Ind.—G. B. Yount, agricultural implements, succeeded by T. W. Whitenack.

Hamilton, Ont.—The Bertram Hardware stock has been purchased by F. Hamilton, formerly of Wood, Vallance & Co. The new firm will reopen at the old stand, No. 65 King Street East.

Hastings, Minn.—E. O. Peterson has bought the interest of H. F. Emery in the Hastings Hardware Co., No. 203 Second Street, and will continue the business alone.

Ithaca, Neb.—F. F. Horne & Co., agricultural implements, succeeded by J. L. Acker.

Marion, Iowa.—George Cardell has removed his stock of Hardware from the rooms in the Daniels block, west of M. Voris' grocery store.

Maryville, Mo.—Sam Beattie has sold his interest in the Hardware business to his partner, Fred Curfman, who will continue at the same stand.

Medford, Wis.—Frank Brodowsky, Hardware, tinware, etc., succeeded by George Fritz.

Monroe, Neb.—Smith & Gates, Hardware and agricultural implements, succeeded by Gates & Cole.

Natick, Mass.—W. D. Parlin has purchased the Hardware business of French Bros. at South Framingham, and will add that to his many business enterprises.

Norristown, Pa.—The Hardware business of the late Wm. Koplin, has been sold to Geo. Sigler, who has taken possession.

Owosso, Mich.—Crowe & Payne, farming implement dealers, who were burned out a couple of months ago in the fire that destroyed the Woodard furniture factory, have begun the erection of a new building.

Plymouth, N. H.—George H. Corliss has sold his Hardware business to P. H. Crawford and Erl C. George.

Republic, Wash.—Fane & Fuller, Hardware, succeeded by C. F. Fane.

Rich Hill, Mo.—J. L. Minor, Hardware merchant, has disposed of his business in Rich Hill to the Gench brothers, prominent farmers of the country east of the river. The stock is now being invoiced.

Saginaw, Mich.—Valley Hardware Co., sold to Saginaw Hardware Co.

Seneca, N. Y.—Samuel G. Van Vleet, of Ovid, and H. H. Brooks, Elmira, have purchased the Hardware stock of the J. L. Swarthout Co. firm, at Ovid, and will hereafter conduct the business.

St. Cloud, Minn.—Mrs. A. Griebler, Hardware, succeeded by A. Henneman.

Streator, Ill.—T. L. Streeter has decided to move the Hattenhauer Hardware stock which he purchased some time ago to his store room at No. 404 East Main Street, and is busily engaged in making the change.

Tingley, Iowa.—Frank Landreth, Hardware and agricultural implements, succeeded by Job Nelson.

Uniopolis, Ohio.—Chas. Parlette, a former Hardwareman of this place, will commence business at Roundhead, successor to Bert Howe.

Viborg, S. D.—Lars Hanson, Hardware, succeeded by M. V. Olson.

Washington, D. C.—Josiah R. Bailey has purchased the entire Hardware stock in store at No 820 Seventh Street, N. W., formerly conducted by Bernard Bailey, and will immediately stock same with a complete line of mechanics' fine tools and builders' Hardware.

Wetmore, Kan.—Isaacson & Powers, Hardware, etc., succeeded by Powers & Liebig.

Whitmore Lake, Mich.—Stoutenburg & Wismer are building a large addition to their store, and will put in a large stock of Hardware.

Wilkesbarre, Pa.—C. Morgan's Sons, Hardware merchants, whose rapidly increasing business has rendered their present stand, No. 56 West Market Street, no longer adequate, will remove to No. 30 South Main Street about April 1. 1899. It is the intention of the firm to fit up the new place as a modern Hardware store. The new location is 100 feet in depth and this will be increased by an extension in the rear, giving an additional 100 feet. The store room will take up 150 feet, and the remainder of the first floor and the entire basement will be set apart for heavy Hardware.

Business Embarrassments.

Clarksville, Tenn.—J. F. Wood, Hardware merchant, has assigned to R. D. Moseley. His liabilities are about $19,000; assets about the same.

Marietta, Pa.—Limburger & Miller, Hardware merchants, have made an assignment for the benefit of creditors. The liabilities amount to $7000.

St. Louis, Mo.—Edward Pierce, who has been doing business as Edward Pierce & Co., has made an assignment to John S. Lehy.

Valley Mills, Tex.—J. W. Bullock, dealer in Hardware and implements, has made an assignment. Liabilities, $7000, assets, $8600.

Wolfe City, Tex.—N. Knight, Hardware, has made an assignment.

Willis, Kan.—Comer & Houston, Hardware, etc., succeeded by J. J. Comer.

Fires in Hardware Stores.

Brazil, Ind.—The Hardware stock of Tilley Brothers has been destroyed by fire. Loss, $5000; insurance, $4000.

Salem, N. Y.—Fred Toleman's Hardware store has been destroyed by fire.

Waterbury, Conn.—The Hardware establishment of the Barlow Bros. Co., at Nos. 63–65 Grand Street, has been badly damaged by fire. The actual loss is thought to be between $10,000 and $15,000.

Burglaries in Hardware Stores.

Buffalo, N. Y.—Frank X. Argus, razors.

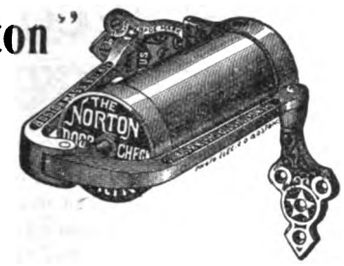
Granville, Ohio.—Jones' Hardware store, $10.

Palmer, Mass.—E. A. Buck & Co., revolvers.

Toledo, Ohio.—W. F. Adams, cutlery.

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THE "Norton"



Address 505 SEARS BUILDING, BOSTON, MASS.

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A Good Seller.

DOOR-CHECK and Spring.

WRITE FOR PRICES.

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Expert Designers, Correct Arrangement Hardware Stock.

Manufacturers Warren's Patent Hardware Sectional Shelving.

Shipped to all Parts of the World.

J. D. WARREN MFG. CO.

FIXTURES

We manufacture the latest style and most modern Hardware Store Fixtures at prices to get your trade.

The Cleveland Store Fixture Co.,

Factory, 153, 155, 157 & 159 Case Ave.
Salesrooms, 302 and 304 Seneca St. cor. Champlain,
CLEVELAND, OHIO.

Write us before ordering elsewhere.

...Established 1867



C. H. & E. S. GOLDBERG,

MANUFACTURERS' AGENTS FOR

General Woodenware,

BROOMS,	SCREEN DOORS,	LINOLEUM,
BRUSHES,	WINDOW SCREENS.	MATTING,
BASKETS,	WASHING MACHINES,	RUGS,
REFRIGERATORS,	CLOTHES WRINGERS,	CORDAGE,
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FLOOR OIL CLOTH,	BICYCLES,	ICE CREAM FREEZERS.

Possessing ample facilities, in their new location covering nearly a whole block, they are enabled to carry the largest stock of goods in this line known to the trade.

New Catalogue Mailed on Application.

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THE CHISHOLM & MOORE MFG. CO.,

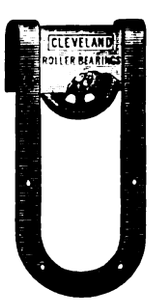
(Formerly MOORE MFG. CO., of Milwaukee, Wis.)

MANUFACTURERS OF

STEEL DOOR HANGERS and STEEL DOOR RAILS.
CHAIN HOISTS, CRANES, TROLLEYS,
ELECTRIC HOISTS, ETC.

Send for Catalogue.

Lake and Kirtland Sts., CLEVELAND, OHIO.



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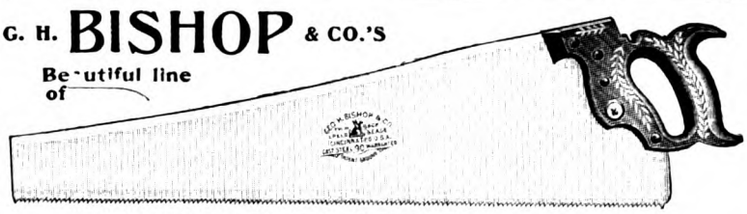
GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.

THE GOULD PACKING CO., EAST CAMBRIDGE, MASS.

SAWS

G. H. BISHOP & CO.'S Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives.

KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements. etc , will be gladly received, and promptly published.

New Companies, Etc.

Asbury Park, N. J.—The W. M. Pawley Co. has been incorporated by Wm. M. Pawley, Elva F. Pawley and Annabelle Kent to manufacture housefurnishing goods, etc. Capital stock, $25,000.

Brockport, N. Y.—The Johnstone Harvester Co., with a capital of $500,000, has been licensed to do business in Illinois with a capital stock of $2500.

Brooklyn, N. Y.—The Sawyer-Boss Mfg. Co. has been incorporated by R. A. Stewart, G. T. Holihan, T. H. Boss and W. W. Sawyer to manufacture metal novelties. Capital stock, $5000.

Camden, N. J.—The Rancocas Foundry Sand Bo. has been incorporated by Wm. J. Stockton, Frederick J. Lambert, John A. Baumgardner, Clement G. Lippincott and Alexander Duer to deal in foundry supplies of all kinds.

Chicago, Ill.—The Chisel Nail Co., capital stock, $2500. Incorporators: Emory D. Frazer, Charles G. Mason and F. B. Johnstone.

Chicago, Ill.—The Chicago Mica Co., capital stock, $40,000. Incorporators, Wilton A. Snyder, Henry E. Miller and John A. McKeown.

Cleveland, Ohio.—The Modern Machine Co. has been incorporated by J. H. Dempsey, A. M. Snyder, C. E. Sanders, C. C. Owens and Chas. T. Brooks to manufacture and deal in machinery on $10,000 capital.

Detroit, Mich.—The Star Heater Co. has been incorporated by Brewer Margeson, Michael Keenan and Walter R. Robinson. Capital stock, $5000.

East Orange, N. J.—The Heckert, Baltzley Co. has been incorporated by John McIntyre, Edwin Baltzley and Wm. Heckert to manufacture steel, iron, etc. Capital stock, $10,000.

Fresno, Cal.—Hopkins' Agricultural Works has been incorporated by James K. Hopkins, Earl Hopkins, Frank T. Locon, Matthew F. Coon and Charles G. Bonner to carry on general blacksmithing, machine shops and the manufacture of farm implements. Capital stock, $50,000, all of which has been subscribed.

Goshen, Ind.—Standard Boiler Mfg. Co. has been incorporated with a capital stock of $35,000.

Jersey City, N. J.—The Liberty Lamp Co., principal office No. 1 Montgomery Street, to manufacture lamps, etc. Capital, $60,000. Incorporators: Elgin L. McBurney, Jersey City, N. J.; Eugene McOuat, Clemens Berghaus and Andreas Tomfohrde of Boston, Mass.; Reinold Berrenberg, Alvin E. Bliss and O. H. Carpenter, of Malden, Mass.; Charles O. Warner, Peabody, Mass.

Montclair, N. J.—The DeLuce Screen Co. has been incorporated by Edwin B. Goodell, John S. Carlson and Wm. Whitney Ames to manufacture window and door screens, sash, blinds, doors and house trimmings. Capital stock, $100,000.

San Francisco, Cal.—The McCall Sliding Hinge Window Co. has been incorporated by Wm. McCall, E. C. McCall, C. C. McCall, Michael O'Sullivan, Jones Weyl, to buy and sell useful inventions, etc. Capital stock, $100,000; amount subscribed, $80,000.

Toledo, Ohio. — The American Lamp Chimney Co., composed of Eastern and local capital amounting to $750,000, has been organized to start a lamp chimney factory. I. D. Libby is president of the new organization. The first factory will be built in Toledo, the ground to be broken immediately. Other factories will be put up as business progresses.

Toronto, Ont.—The Page Wire Fence Co. Ltd. has been incorporated with a capital stock of from $40 000 to $100.000.

Wheeling, W. Va. — The Co-operative Stove Co. has been incorporated with a capital stock of $50.000, to build and operate a foundry for the manufacture of stoves and heavy castings.

Changes and Improvements.

Anderson, Ind.—The Kelly Ax Co. have completed letting contracts for extensive additions to their plants. The additions will increase the number of workmen regularly employed fully 300, and make the total about 800.

Anderson, Ind.—With the transfer of the rolling mill of the Wright Shovel Co. from Greenfield to Alexandria, a transfer will also be made of the rolling and cutting departments of the factory here to Alexandria. A number of men employed in these departments will move to Alexandria when the rolling mill is ready to operate.

Cincinnati, Ohio.—A half interest in the Fosdick Machine Tool Co. has been purchased by Kyle Holloway, son of C. M. Holloway, and in future the concern will be operated by Mr. Fosdick and Mr. Holloway. Additional capital was needed with the growing business of the plant, and some improvements that have been contemplated will now be undertaken.

Cincinnati, Ohio.—The Cincinnati Shaper Co. have leased the plant at Webster and Sycamore Streets, formerly occupied by the George A. Gray Co., and will soon be at work turning out machine tools. The capital is $50,000.

Elwood, Ind.—The Akron Steel Forge Factory, built here in 1894 by a company headed by Colonel Conger and which was sold last spring to Messrs. Barber and Perkins, of Ohio, is being removed from Elwood to Titusville, Pa.

Harriman, Tenn.—The Harriman Tack Factory has changed management again. V. G. Farnham once more assumes the management.

Holyoke, Mass. — The factories of the Seymour Cutlery Co., of this place, have been formally taken over by the National Shear Co., which has a capital of $3.000.000.

Portland, Me.—The H. S. Crombie Rivet Co has been organized for the purpose of manufacturing and dealing in all kinds of machinery, tools and implements, with $500,000 capital stock, of which nothing is paid in. The officers are: President, Frank M. Davis, of Cambridge, Mass.; treasurer, John J. Dixon, of Woburn, Mass.

Santa Cruz, Cal.—The plant built to replace the one destroyed at the powder works a few weeks ago has begun operations. It is larger than the old one, and the daily output is now 8000 pounds. Enough orders for smokeless powder have been received to keep the mills running day and night for two years.

Recent Embarrassments.

Quincy, Ill.—The J. T. Blaney Implement Co. have made an assignment to John Rump for the benefit of their creditors. The cause of the financial embarrassment is said to be slow collections. The liabilities are listed at $11,000 and the assets are placed at $10,000.

Recent Fires.

Columbus, Ohio.—The Buckeye Saw Factory, owned by Charles and John Ohlen, and located at No. 285 North Water Street, has been badly damaged by fire. The loss is estimated in round numbers to amount to $5000.

Dallas, Tex.—Fire in Aultman, Taylor & Co.'s farm implement warehouse, Austin Street and Pacific Avenue, did damage to building and stock estimated at $10,000.

Paris, Tex.—The Paris Handle Factory, located twenty-five miles from the city of Sulphur, has been destroyed by fire. Loss on stock about $5000.

Spokane, Wash. — The National Iron Works, damaged by fire at a loss of $30,000; partly insured.

Waterbury, Conn.—The large Hardware and plumbing establishment of Barlow Bros. & Co. has been almost totally destroyed by fire. Loss, $10,000; fully covered by insurance.

Miscellaneous.

Lorain, Ohio.—An adjourned meeting of the stockholders of the National Vapor Stove Co. has been held at their office in this city to discuss plans for the ensuing year. The meeting was an adjournment from the regular annual meeting which occurs in September. The stockholders present were: C. E. Adams, E. C. Pope, G. O. Campbell, Jno. Wennick, W. H. Polhamus, A. Gerdum and Jas. Schendler, of Cleveland; Jas. B. Hoge and O. P. Moon, of this city.

Tacoma, Wash. — The Great Western Stove Co. have shipped a large consignment of stoves to Alaska on the last steamer.

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THE BANNER
OIL HEATER

....Has been on the market for five years....



SIZE 3.
971 HEATER
COMPLETE.
Height, 27 in.
Wick, 9 in. in
Circumference.

Thousands are in use all over the world.

Light and Portable.

No Ashes, No Dirt.

Less Care Than an Ordinary Lamp.

Large Opening for Filling.

Indicator Showing Amount of Oil in Fount.

Perfect Ratchet Wick-raising Device.

Patent Double Drum, Increasing Radiation More Than Half.

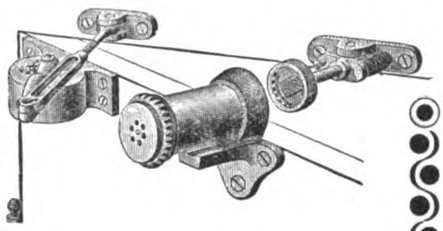
FACTS TALK.

They give satisfaction to others, and will to you If not, we will refund your money ...

New York.
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Plume & Atwood Mfg. Co.,
FACTORIES.
Waterbury and Thomaston, Conn.

More sales, more profit



and the satisfaction which goes with a good season will be yours if you handle the Eclipse Door Check and Spring during the winter. The Eclipse is a door-closing, slam-preventing device that stands the test of time. It is easy to apply, easy to keep in order, profitable to the dealer. We have a booklet which gives full particulars and the prices for this season, which we will mail to any dealer.

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EXPRESS

The SPATULA SIGN MAKING OUTFIT.

PREPAID



The outfit contains everything that is essential for the making of all kinds of card signs for use on the counter, in the window, etc. It has not heretofore been possible to buy an outfit of this kind. Every article is of the best manufacture and is warranted. The outfit consists of the following articles, which may be purchased separately if desired, at the prices quoted:

1 No. 3 Shading Pen,	$0 35
1 No. 3 Marking Pen,	.35
2 Doz. Round Writing Pens (various sizes)	.35
1 Ink Reservoir,	.05
1 Three Pointed Pen (No. 400),	.10
*1 Book of Instructions,	.25
4 Fitch and Sable Brushes,	.40
1 Bottle Special Black Ink, "Letterine,"	.25
1 Bottle Special Red Ink, "Letterine,"	.25
1 Bottle Gold Sizing,	.25
1 Package Gold Bronze,	.10
1 Sample Sign,	.10
5 Doz. Prepared Bristol Board (i. e., faintly ruled. If sent separately, postage 15c. extra)	.40
	$3.25

Entire Outfit, EXPRESS PREPAID, $2.50.

*A complete treatise on sign work. Tells about colors and Ornamental work, Bronzes, Flourishes. How to paint signs on windows, to letter glass and mirrors. How to make off-hand signs with a brush. How to draw borders and circles. How to mix colors, etc., etc.

THE SPATULA PUBLISHING CO.
8a Oliver Street, Boston.

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue . . of . . **Scythe Stones, Oil Stones, Razor Hones** and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.

Columbian 1000-Shot Air Rifle.

CHAMPION MODEL.

Patented Oct. 24, 1893.



This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. **List, per doz., Enameled, $30.00; Full Nickel, $42.00.**

——Write for Discounts to Trade.——

WM. C. SMITH & CO., Mfgs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

E PATTERN LETTERS

For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc.
PRICE-LIST TO APPLICANTS.

HEBER WELLS,
157 William St., NEW YORK.

COVERT MFG. CO.,

West Troy, N. Y.

Harness Snaps, Chain Rope and Web Goods. etc.





For sale by Jobbers at manufacturers' prices.

302 Derby Bit Snap.

TRY SOMETHING NEW.

The PLANET LEATHER Dust Beater.



They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

PLANET MFG. CO., Springfield, Mass., U. S. A

WILLIAM H. LITTELL,

HARDWARE MANUFACTURERS' AGENT,

127 Duane St., NEW YORK.

Since 1859 connected with Durrie & Rusher, and their successors, Horace Durrie, H. Durrie & Co., Durrie & McCarty, and J. C. McCarty & Co; and for years, and until May 1, 1898, a member of the last named firm.

Correspondence with Manufacturers invited with a view to representing them to the Export and Domestic Trade. . . .

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Anderson, Ind.—The Erie Cycle Motor Co. has been incorporated, with a capital stock of $25,000.

Eveleth, Minn.—E. M. Osborn, Hardware, sporting goods, etc., has opened new store.

Newark, N. J.—Articles of incorporation have been filed by the Taylor Tire & Development Co., by the county clerk. It will manufacture rubber tires for bicycles and other vehicles on a capital stock of $125,000, of which $1000 is paid up. Benjamin F. Taylor and Samuel G. Meeker, of Bridgeport, and John B. Ross, of Rahway, are the incorporators. The principal office will be in Newark.

Newark, N. J.—The American Registry & Security Co., mechanical, mercantile and trading business, unicycles, bicycles, tricycles, etc., has been incorporated by Anthony T. Brennan, Harry H. Leeds and Edward H. Wright, Jr. Capital stock, $100,000.

Orlando, Fla.—F. N. Boardman, bicycles and musical merchandise, has opened up in the Empire Block.

Rouse's Point, N. Y.—E. Elmer Bullis, Hardware, sporting goods, etc., has recently commenced business at this place.

Changes and Removals.

Akron, Ohio.—The Akron Woolen & Felt Co.'s plant has been sold to the Goodyear Tire & Rubber Co. It is expected to begin active operations within thirty days. Employment will be given to 150 men.

Chicago, Ill.—The Sterling Cycle Works, bicycle manufacturers, will remove their general offices from Chicago to their factory at Kenosha, Wis.

Chicopee, Mass.—The Spaulding & Pepper plant, which was sold recently to Reimers & Myer, of New York, has passed into the hands of Noyes W. Fisk, treasurer of the Fisk Soap Mfg. Co., of Springfield. The new company will make all kinds of tires, pneumatic cycle tires and tires for wagons. It is understood that the plant will be put in working order at once and that nearly 100 men will be employed.

Flint, Mich.—The White Hickory Wheel Co. has leased the plant of the Jackson Wheel Co. for three years. The business of the two concerns will be consolidated and conducted on a large scale.

Hartford, Conn.—The Lozier Mfg. Co. are moving some of the machinery from their Thompsonville factory to their Westfield, Mass., plant, where they eventually expect to consolidate their entire bicycle works.

Hartford, Conn.—Leitz & Grant, bicycles, dissolved; succeeded by J. H. Grant, Jr. & Co.

Jacksonville, Fla.—Cunningham & Shad, bicycles, etc., reported to have dissolved partnership.

Lorimor, Iowa.—Orr Bros., Hardware, sporting goods, etc., succeeded by Orr Bros. & Bailey.

Middletown, Conn.—The Keating Wheel Co. has been reorganized, with O. Vincent Coffin, president; B. M. Keating, vice-president; Max H. Crampton, treasurer and assistant clerk. B. M. Keating has been elected general manager. The company has many orders, and the officers expect that the plant will soon be running to its full capacity.

Portland, Ore.—Daly & Higley, bicycles, reported to have dissolved partnership.

Wellsboro, Pa.—F. X. Wright, Hardware, sporting goods, etc., has sold out to C. A. Roberts & Co., who will continue the business at the old stand.

Whitinsville, Mass.—J. A. Milligan, bicycle dealer, is moving his stock into the Mumford Block, on Church Street.

Recent Fires.

Indianapolis, Ind.—The Indiana Chain Co., manufacturers of bicycle chains, damaged by fire to the extent of $4500; fully insured.

Greene, Iowa. — W. Lockwood's racket store has been damaged by fire. Loss, $4500; insurance, $1500.

Philadelphia, Pa.—The Philadelphia Bicycle Co., northeast corner of Fifteenth and Alder Streets, damaged by fire at a loss of $5000.

Washington, D. C.—The bicycle establishment of Hazleton & Love has been damaged by fire.

Metal in Sky Scrapers.

Few of those who occupy high buildings ever realize the enormous amount of metal required in their construction. They notice and admire the high facade, the handsome stone pillars, the noble masonry and beautiful interior ornamentation, but they see nothing of the great steel skeleton which forms the framework of the whole structure and of which the visible wall and interior finish are but the clothing and decoration. In the new Astor Hotel, adjoining the Waldorf, in New York, the structural iron work will aggregate 10,000 tons, or one-sixth of the weight of the completed building. In the thirty-story Park Row building, in the same city, the ironwork will amount to 9000 tons, or nearly one-seventh of the total weight of the completed building, while its cost, $500,000, will be about one-fifth of that of the finished structure. The cost of the steel construction is exclusive of the elevators, stairs and all ornamentation, while the cost of the building, $2,500,000, is exclusive of the site. In a large warehouse several stories high, recently erected on Broadway, in the same city, the cost of the structural work amounts to one-fourth of that of the completed building. This difference in cost is due to the difference in the character of the clothing of the skeleton. In the Astor Hotel, a maximum of elegance, profusion and cost will probably be reached, while in the warehouse, with plain brick and fireproof clothing and little artistic embellishment, the proportion of cost will be near a minimum. The office building forms a mean between these extremes, having a handsome and expensive finish, but much less costly decoration than will be found in the magnificent hotel. In ordinary types of buildings it has often been the practice to estimate a cost per cubic foot of the entire structure for different kinds of structures. While this method has probably little application to such special construction as is mentioned in this note, it may be of interest to learn that the cost of office buildings of this type is from twenty cents to twenty-five cents per cubic feet.—*Engineering News.*

Story About Jay Gould.

A farmer had a herd of cattle, and Jay Gould went to look at it. In the midst of the bantering, a woman appeared, who had a little talk with the farmer. Gould caught a word now and then: "Now don't, husband, I beg of you not to; if you have any regard for me, don't. I shall die if you do." "What's the matter with that woman?" said Gould. "Oh, nothing—my wife has a favorite cow; she is called 'Old Pailful,' and the woman is afraid I'm going to sell her." The woman hung round, and, of course, Gould demanded that "Old Pailful" should be brought out. She was a picture, and the young trader said that the cow must go with the lot if he made the purchase. The cows were driven home, and the father sent Jay out to see what kind of a milker "Old Pailful" was. He had scarcely seated himself, before the cow threw him, pail and stool, sky-high; she tore around the pasture, leaped the fence, and started for home. Ever after, Gould never bought anything that a woman wanted to keep.—*Stamford (N. Y.) Mirror.*

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PUSH THE BUTTON!

"Just hear dem Bells."



NEW DEPARTURE

Continuous

ALARM

BICYCLE BELL. . .

Rings While Button is Pressed.

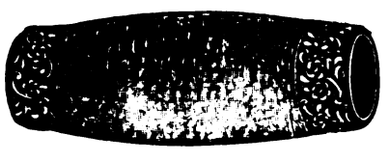
LATEST NOVELTY OUT.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

113 Chambers Street,

NEW YORK



THE CODLING MFG. CO.,

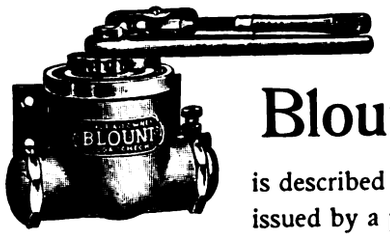
BRISTOL, CONN.

Manufacturers of . . .

COMPRESSED CORK GRIPS.

LINED OR UNLINED.

All Sizes With every style of tip.



The

Blount Door Check

is described in a monthly bulletin of good things issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

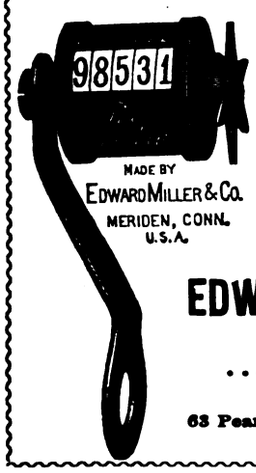
The Yale & Towne Mfg. Company.

GENERAL OFFICES:

9-11-13 Murray St., New York.

MICA EUGENE MUNSELL & CO MINERS & IMPORTERS. NEW YORK CHICAGO 218 WATER ST 117 & 119 LAKE ST

The BURDICK CYCLOMETER.



Weight 1 Ounce.

10,000 Miles and Repeat.

New Principle. Reliable. Best.

Dust Proof. Water Proof.

1898 GOODS.

MILLER'S A1 LAMP.

EVERLIT LAMP.

ROYAL BELLS.

EDWARD MILLER & CO.,

Factories and General Office,

...MERIDEN, CONN...

STORES:

63 Pearl St., Boston, Mass., and

28-30 West Broadway, New York.



FRANKLIN S. MILES

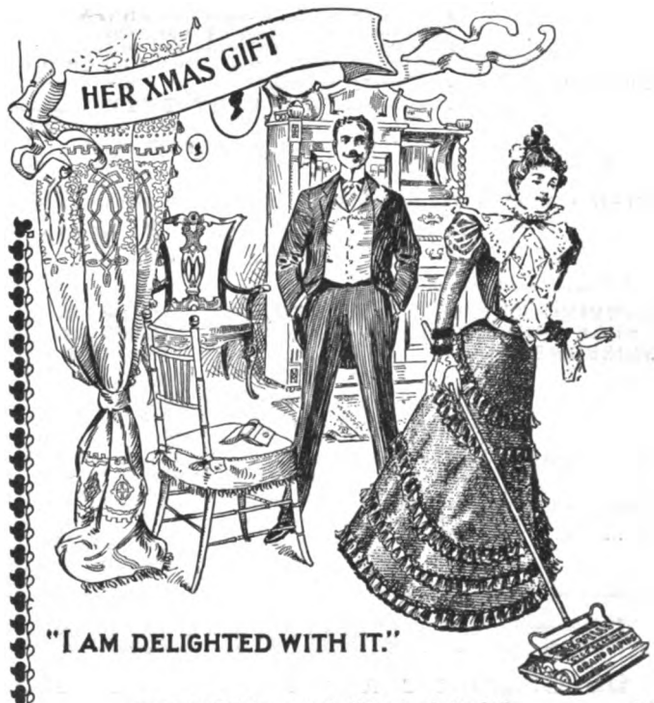
MANUFACTURER OF

Brass, Iron, Steel and German Silver

SCREWS.

All kinds of Special Screws.

305 QUARRY ST. - - PHILADELPHIA, PA.



"I AM DELIGHTED WITH IT."

PREPARE for your holiday trade by fully stocking with the famous

BISSELL CARPET SWEEPERS.

Our leading brands are being especially prepared in extra high finishes for holiday trade. Place your orders at once to insure prompt delivery. See special circular announcements furnished on application.

Bissell Carpet Sweeper Company,

Grand Rapids. New York. London. Paris. Rotterdam.

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The World is Wide,

But in all the wide, wide world with its remarkable achievements in the manufacturing line, there is as yet no make of

SILVER PLATED WARE

that can rightly lay claim to having reached the height of perfection attained in the . . . . . .

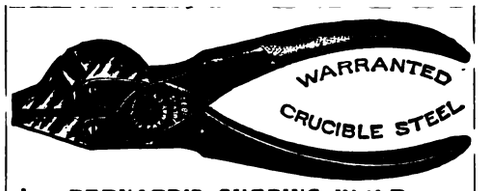
ROGERS Brand

Factories:
HARTFORD, CONN.
NORWICH, CONN.
WALLINGFORD, CONN.
TAUNTON, MASS.

Made only by us.

WM. ROGERS MFG. CO.,

Main Office & Salesrooms:
HARTFORD, CONN.
NEW YORK OFFICE, 149 Church Street.
PHILADELPHIA, 506 Commerce St.



BERNARD'S CUTTING PLIER.

Makers of the Largest Line of

PLIERS.

Write for 1898 Catalogue.

....THE....

Wm. Schollhorn Co.,

NEW HAVEN, CONN.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer

QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark

Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

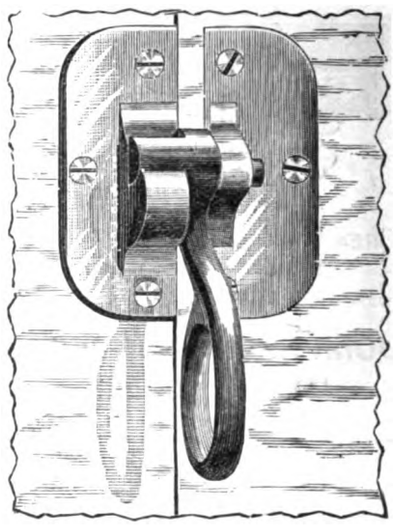
JOSEPH RODGERS & SONS, LIMITED, BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES, } HORSE AND TOILET CLIPPERS.
COATES CLIPPER MFG. CO. }
ELEY BROS., LIMITED, CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT, FINE FRENCH PLYERS AND OTHER SMALL TOOLS
ISAAC GREAVES, SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE, GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE, GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL, PIANO AND STEEL WIRE OF ALL DESCRIPTIONS

Proprietors of the following brands of Cutlery:

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO. WALTHAM CUTLERY CO. ALEXANDER FRAZER & CO., JONES & CO.

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



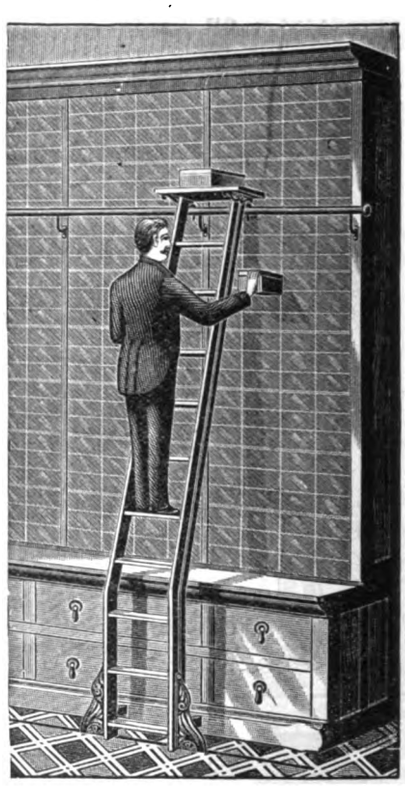
Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. **Paschall, Phila.**

The Bicycle Step Ladder

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

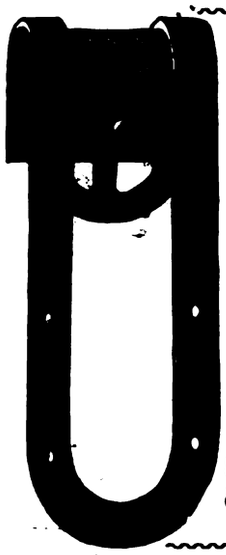
The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. YOUNGS, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & CO., 80 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex.

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NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FORY. CO.,
So. Milwaukee, Wis.

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, DIRECTOR,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.
Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

Write for particulars to

The Philadelphia Commercial Museum,

233 South Fourth Street, Philadelphia, Pa.

WE WANT . . .

to interest every Dealer and Agent on earth in the sale of the



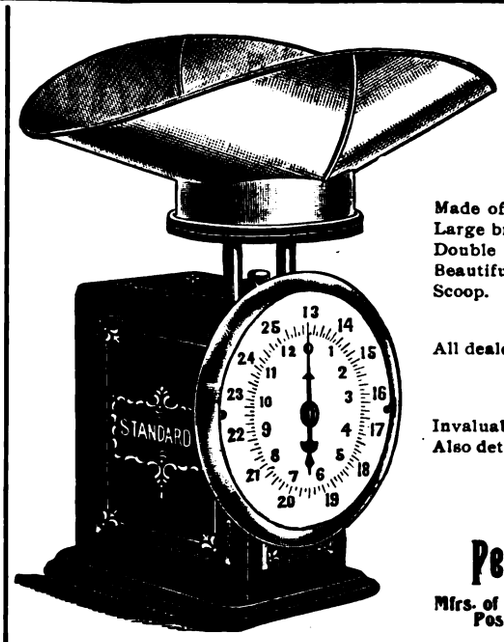
EXCELSIOR WASHING MACHINE.

It is the best and most economic Washer made. . .
Send for sample and prices.

EXCELSIOR MFG. CO.,
MUNCIE, IND.

"FOR YEARS."

Henry Disston & Sons, Philadelphia, Pa. [*Saws, Files, etc.*]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of years.



PELOUZE "STANDARD" Family or Counter Scale

25 pounds by ounces.

Made of Steel throughout, no castings to break. . .
Large brass dial, nickel rim, black figures. . . . .
Double upright steel supports, insuring accuracy.
Beautifully japanned and striped. Large polished Scoop. . . . . .

Warranted Accurate.

All dealers should sell the

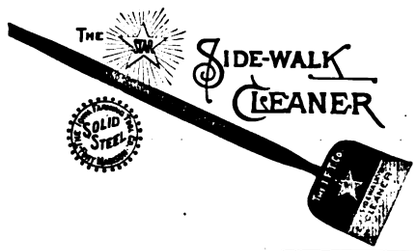
....STANDARD....

at all seasons of the year.
Invaluable to families in preserving and canning.
Also detects errors in weight of purchases. . . .

Order Through Your Jobber.

Pelouze Scale & Mfg. Co.,
Mfrs. of Reliable Family, Counter, Postal and Candy Scales. **CHICAGO.**

WALK CLEANING TOOLS.



Best Tools Made For Clearing Snow and Ice.

Walk and Street Scrapers.



MADE ONLY BY

THE IOWA FARMING TOOL CO.,
FORT MADISON, IOWA.

"HIGH PRESSURE" RUBBER CEMENT.

Better Try It



Then You'll Buy It.



High Pressure No. 1 Brazer, FOR Bicycle Work.

A COMPLETE LINE OF

CEMENTS, OILS, ENAMEL, GRAPHITE, VULCANIZERS, BRAZERS, ENAMELING OVENS.

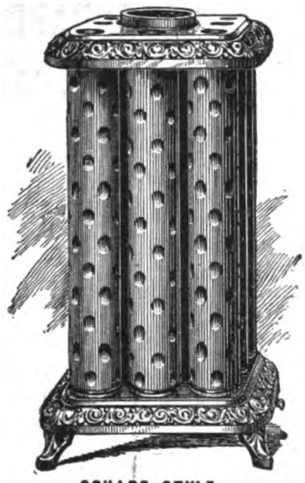


High Pressure No. 2 Brazing Forge, FOR Heavy and Light Brazing.

The National Cement & Rubber Mfg. Co.,

We Solicit the Jobber. WRITE FOR CATALOGUE. *Dept. N.* *TOLEDO, OHIO,*

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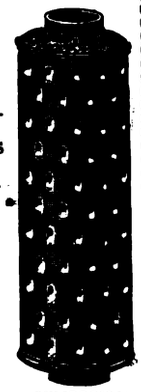


SQUARE STYLE.

NEW ERA RADIATORS

Are adapted for any stove or furnace pipe, and will positively reduce coal bills from ⅓ to ½, or make cold houses warm and comfortable without extra fuel. . . . . .

The harvest time for selling them is in the fall. A display of them will bring customers to your store. Send for our inducements.



CYLINDRICAL STYLE.

WILMOT CASTLE & CO.,

83 Elm St., ROCHESTER, N. Y.

SPIRAL SCREW-DRIVERS

The most complete and best finished line in the world, consisting of . . . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.



No. 1, Length without Bit, Spiral extended, 16¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 16½ in., closed 10½ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

No. 01, Length Spiral Extended, 18 in., closed 11¼ in. No. 02, Length Spiral Extended, 12¼ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO., *Sole Agents,* 67 READE STREET, NEW YORK, U. S. A.



...Advance Announcement...

20th Century Mfg. Co., 17 Warren Street, New York.

20TH CENTURY

1899 Model Kerosene Headlight.

20TH CENTURY

...ACETYLENE GAS HEADLIGHT...

FOR BICYCLES AND CARRIAGES.

Worth Investigating by the Trade.

ELECTROTYPES FOR CATALOGUES NOW READY.

Full page advertisement giving particulars in issue of "Hardware," October 25.



20th CENTURY CYCLOMETER.



THE "FERRACUTE"

PRESSES (FOOT and POWER)

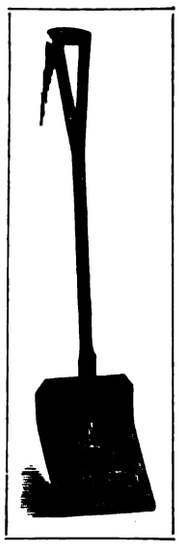
DIES, AND OTHER SHEET METAL TOOLS

GET OUR ILLUSTRATED CATALOGUE. ARE BEST.

FERRACUTE MACHINE COMPANY, BRIDGETON, NEW JERSEY.

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STEEL Shovels are all right in the stable and in the furnace room, ...



BUT WHEN IT SNOWS

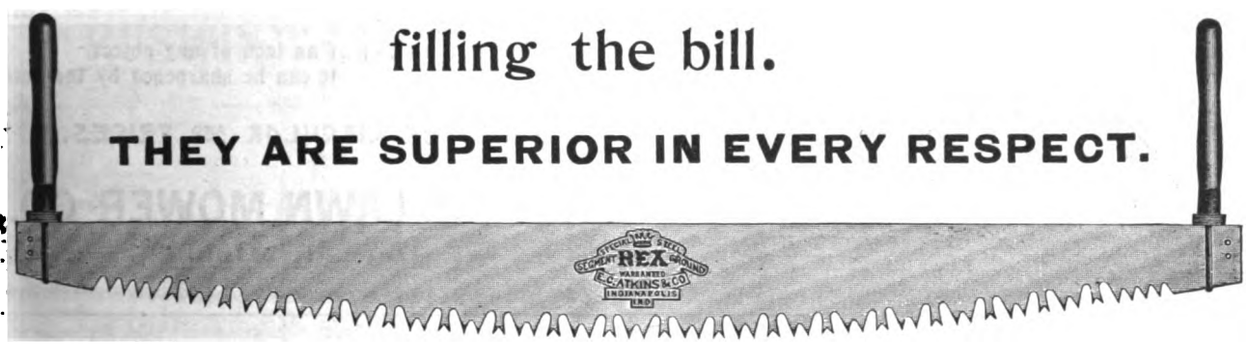
it is economy of time, strength and cash to own and use a good, properly formed and varnished Basswood Snow Shovel (viz. Phillips) because such a shovel is so much lighter and handles snow so much easier.

The A. J. Phillips Co., Fenton, Mich.

No question about ATKINS' SAWS

filling the bill.

THEY ARE SUPERIOR IN EVERY RESPECT.



ATKINS' SEGMENT GROUND CROSSCUT SAWS

are used the world over.

Write for Catalogue and Prices . . .

PATTERSON, GOTTFRIED & HUNTER LTD.,
Agents for Greater New York.

E. C. ATKINS & CO.,
INDIANAPOLIS, IND.

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There is Only One Line of

Aluminum Oil Heaters

In the World.

They discount all others in

Beauty, Finish

and

Working Qualities.

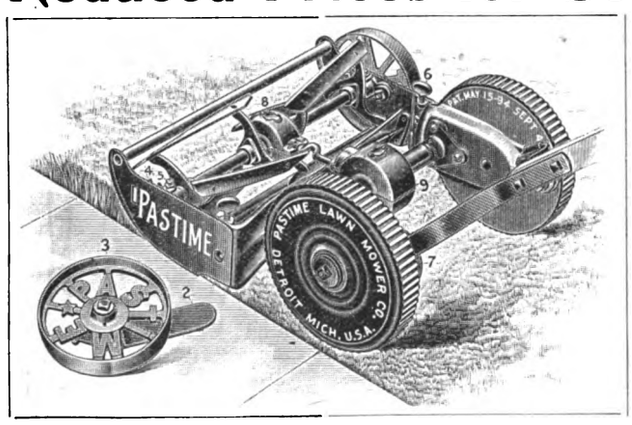
They are Big Sellers. Price is Low.

....Guaranteed not to Tarnish from Heat. Three Sizes....

NOVELTY MFG. CO.,

Jackson, Mich., U. S. A.

Reduced Prices for Season 1899.



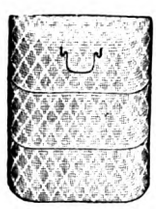
Pastime Mower and Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

SEND FOR CIRCULAR AND PRICES.

PASTIME LAWN MOWER CO.,
Detroit, Mich.



ORDER FROM
The Largest Manufacturers of Lined
SPARK GUARDS
In the United States...
Dow Wire Works Co.,
Louisville, Ky.

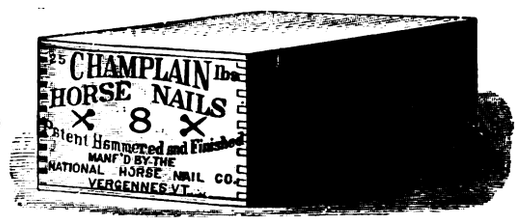
ESTABLISHED 1845
DUNBAR BROTHERS
MANUFACTURERS OF
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS
MADE FROM
SHEET STEEL & STEEL & BRASS WIRE.
BRISTOL, CONN. P.O. BOX 416

Send for Price and Illustrated List of

CHAMPLAIN

ORIGINAL

ALL SIZES.
ALL PATTERNS.
ALL WARRANTED
SOLD EVERYWHERE.



Manufactured by
National Horse Nail Co.
Vergennes, Vermont.

J. C. McCARTY & CO., Agents, NEW YORK.

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$30.00 per DOZEN

To the Trade.

BARGAIN OIL HEATER.

THIS Heater is rightly named. It is the greatest bargain ever offered in this line. It is made entirely of polished steel, polished brass, and polished aluminum; nicely japanned and nickel plated. There are no castings to break, consequently it is practically indestructible.

Burns a clear white flame without smoke or odor.

Every stove guaranteed.

DIMENSIONS.

Height, 26 inches.
Size base, 13½ inches.
Size drum, 7 inches.
Circular wick, 8 inches.
Weight, 10 pounds.



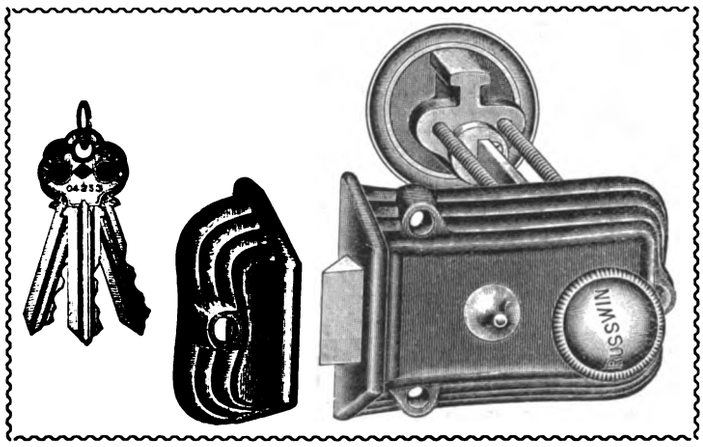
NOVELTY MFG. Co.,
Jackson, Mich , U.S.A.

RUSSELL & ERWIN MANUFACTURING CO.,

NEW BRITAIN, CONN. NEW YORK. PHILADELPHIA. CHICAGO. BALTIMORE. LONDON.

"RUSWIN" PIN TUMBLER CYLINDER DOOR LOCKS.

Rim Night Latch, No. P1290.



Rim Night Latch, No. P1290.

ILLUSTRATION HALF SIZE.

"RUSWIN" PIN TUMBLER CYLINDER DOOR LOCKS.
"Columbia" Cylinder Door Locks.
Wrought Steel Door Locks. "Easy Spring" Door Locks.

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PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

Seed's Reversible Self-Cleaning ... WATER FILTERS
BRASS, NICKEL PLATED.
No. A1 Per dozen, $4 00 No. 3 Per dozen, $1.50
No. 2 " " 2.50 No. 4 " " 1 00
In 5 Gross lots, 10 per cent. off.
J. H. SEED, Manufacturer,
21 and 23 Centre Street, . . NEW YORK.


NO MORE INK-STAINED TABLE COVERS OR RUINED CARPETS absolutely unspillable inkstand sent by mail postpaid for 35c. in stamps. THE BOSS INK STAND CO., 20 Hawley Street, Boston, Mass.

One of the Best Mediums Known.
C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.
Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column free of charge. Should not exceed Four Lines.

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

WANTED—Salesman; hustler to State and county rights for patented household specialty. Address Box No. 1, care HARDWARE, No. 143 Chambers Street, New York.

A WIDE-AWAKE Hadware salesman who can display goods and sell them; none but up-to-date man wanted. One preferred who has worked where stoves and tinware are handled. Address, stating age, wages and references, LOCK BOX 56, Southbridge, Mass.

A YOUNG man thoroughly acquainted with cutlery, cabinet Hardware and carpenters' tools, as salesmen in a large retail Hardware store in New York City. Address, stating age, references and salary expected, W. V. N., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—By a large manufacturing establishment, a man to produce new articles for manufacture; line—mechanical Hardware and light machinery. Must be quick to see opening for new article and competent to design it. Trained mechanical engineer preferred. State fully past occupation and pay expected. Address "GOOD CHANCE," care HARDWARE, No. 143 Chambers Street, New York.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stove work; must be sober, and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO, Bloomsburg, Pa.

Situations Wanted.

PRACTICAL mechanical engineer and foundryman thoroughly conversant with all details of engine, boiler and machinery, steam and water heating and ventilating, brass and iron foundry practice, etc. Good draughtsman. Accurate at figures and estimating, bookkeeping and accounting; capable of handling men; systematic and economical manager. Desires position with foundry or manufacturing concern, January 1, 1899 or sooner. Moderate salary. Good references. Please address E. W. D., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as salesman for manufacturing concern, or position in retail house; well up in specialties, tools and bicycles. Address "HARDWARE," No. 58 Belmont Avenue, Jersey City, N. J.

WANTED—A position by a young man having had ten years' practical experience in Hardware in all its branches. S. M. C., care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted by experienced bookkeeper and office man. Eight years with wholesale cutlery house, in charge of books, credits, collections and correspondence. Leaving on account of change in firm. Address T. E. T., No. 69 Pearl Street, Boston, Mass.

COMPETENT office-man (32), ten years' experience, first-class references, desires position, with chance for advancement, with wholesale Hardware house, or manufacturer. Salary to start, $10. "DOUBLE ENTRY," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (30) would like position in a A1 Hardware house, where he can make himself generally useful; is good penman and will go first as stock clerk, second as salesman. References from business houses abroad. Address GERMAN 350, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a position in the Hardware Trade or factory, 20 years' experience as bookkeeper, bill and entry clerk, 12 years with one firm; good reference from last employer. Address G. H. JACKSON, 76 Linden Avenue, Jersey City, N. J.

A GENTLEMAN, age 49, wishes a position as traveling salesman for some large Hardware house, with good salary or commission; of good address. Box 60, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION by an experienced metal pattern maker, familiar with modern shop practice, and competent to take charge. Address "PATTERN MAKER," No. 447 Norman Street. Bridgeport, Conn.

WANTED by an experienced and capable retail Hardware and farm implement salesman a position by January 1, 1899. I am a good all around man and not afraid to work. West preferred. Address "A. D.," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as traveling salesman, by a young man; any line; salary or commission; seven years' experience in the Hardware, stove and implement business. Address A. B. C., Canton, Miss.

ELECTROPLATER, first-class, after September 18th wants position; do nickel, brass, bronze, gold, silver, in fact, all kinds of plating, and oxydized finishing in the market; was in charge of large concerns. Best recommendations. I set up plants. Am temperate and steady. Address Box No. 371, Garrettsville, Ohio.

I WOULD like a position where there is a chance to become a salesman. I can furnish best of references and guarantee satisfaction. If interested, address COMPETENT, care HARDWARE. No. 143 Chambers Street, New York.

WANTED a place. Am twenty years old; have had one year's experience at tinners' trade, both inside and outside work. Good references. LOUIE S. DUSTIN, Cerro Gordo, Ill.

THOROUGH Hardware, mill and machinists' supply man desires position as store, city or road salesman. Will go anywhere. Sixteen years' experience. Married. Strictly sober. A1 references. Address "HINGES," care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

AS superintendent, foreman or master mechanic, by a practical metal pattern maker. Posted on ornamental and complicated carved work. Competent to design dies, tools, jigs; to manufacture sheet metal and stamped goods, patented and builders' Hardware in malleable gray iron and brass. Will express working sketches and samples of ork as references. Address "DIES AND TOOLS," care Cronin, No. 3645 Union Avenue, Chicago, Ill.

WANTED—Position as salesman. Thorough knowledge of builders' Hardware. Can estimate from plans, etc. Have a good trade following in New York and vicinity. No objections to the road. Address VULCAN, care HARDWARE No. 143 Chambers Street, New York.

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Situations Wanted.

YOUNG man with twelve years' experience in retail Hardware stores, past eight years as buyer and manager, wants situation, either inside, or would arrange with manufacturers to handle lines sold to the Hardware trade, on commission. Address E. M. C., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGH Hardwareman, age 26, a hustler, A1 references, desires position as house or road salesman; road preferred. F. W. M., care HARDWARE, No. 143 Chambers Street, New York.

WANTED by a competent double entry bookkeeper and cashier, with an office experience of twelve years in the Hardware business, is open for engagement with wholesale or retail house, or manufacturing concern; age, 36; married; best of references as to habits, ability, etc. Address P. O. Box 73, Burlingame, Pa.

HARDWAREMAN, of fifteen years' experience, would like position in either wholesale or retail business. Well posted to buy or sell. Would prefer New England. Address C. D. M., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as buyer or manager; seven years' experience as such; well posted in Hardware, paints and oils Am 35 years of age and can furnish best references. Would travel if desired. W. F. D., No. 254 Mt. Pleasant Avenue, Newark, N. J.

SALESMAN—Young man; hustler; any line; salary or commission. B. LURIE, No. 179 East 107th Street, New York City.

SALESMAN who has sold the Hardware export and department store trade of New York and vicinity, is open for engagement. Would like to hear from manufacturer wanting a representative in above territory. Address H. P. F., care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

HARDWARE salesman with fifteen years' experience is desirous of making a change. Am familiar with all details of the business from the office to the road. Have an established trade in Greater New York and vicinity. Address NASSAU, care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

BICYCLE builder and competent repairer wants position with house handling bicycles; understands buying and selling Fittings and Sundries; also competent to superintend a bicycle factory, or would go on the road; twenty years' experience. Address G. G., care Rose Bicycle Co., No. 139 Early Street, Providence, R. I.

SALESMAN, twelve years' experience in retail Hardware, stoves and house-furnishing goods; A1 New York City references as to ability and character. Age, 30. Am willing to go out of New York City. Address C. H. D., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE salesman, aged 26, wants position after July 1st. Familiar with sporting goods, also paints and oils. Highest recommendations. Address HARDWARE AND SPORTING GOODS, care HARDWARE, No. 143 Chambers Street, New York.

COMPETENT machinist, die and tool maker, 41 years of age, with twenty-five years' experience in various lines of work; quick to improve and apply devices for saving time and labor. Can handle men to good advantage; able to assist manufacturers with suggestions in getting out new inventions; an expert and hustler at the bench. Address "EXPERT" No. 3027 Poplar Avenue, Chicago, Ill.

SITUATION wanted in retail Hardware business; ten years' experience. Can speak French, Belgian and also some German. Best of references. Prefer to work in this State (Wisconsin). Address J. E. CRAITE, General Delivery, Milwaukee, Wis.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

SIX years a postmaster, nine years a general merchant, would like position in large store handling Hardware, with opportunities for advancement. Would go on the road. New England preferred. Address F. P. M., care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in a retail Hardware store by a sober young man who is energetic, honest and reliable; have had three years' experience. Can furnish the best of references. C. M. LESH, Americus, Kan

YOUNG married man, age 31, desires position as salesman, shipper, clerk or collector, in coach Hardware or house-furnishing goods or general Hardware; have had nine years' experience with one firm. A1 references. Address ROCHESTER, care HARDWARE, No. 143 Chambers Street. New York.

WANTED—Position as collector or salesman for some firm. Will furnish bond if desired. JOS CHARBONNEAU, Medina, Ohio.

POSITION with manufacturer or wholesale Hardware firm by party having had ten years' practical experience buying and selling builders' and general shelf Hardware. Employed now as buyer in New York City, but desires a change. Address H. B. M., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

THOROUGH Hardwareman, 34 years of age; married; strictly sober-a hustler with A1 references, desires position as house or road sales; man. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK BOX 108, Burlington, Kan.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake Iowa.

Side Line Wanted.

WANTED—Salesmen calling on the manufacturing trade to handle our line of high grade lubricating oils, greases and specialties as a side line. Good inducements to right parties. Write for particulars. THE A. F. VOAK OIL CO., Cleveland, Ohio.

AN A1 salesman wants a few lines of commission goods. Must be A No. 1 goods. Field: Ohio, Michigan, Indiana, Illinois and Kentucky. State commission. Address BOX 323, Thorntown, Ind.

AN experienced commission traveling salesman now successfully handling several A1 lines, would like to add two or three others, providing terms, and goods are all right. Field: Michigan, Indiana and Ohio. Address "BEST TRADE," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

STAPLE side line offered to traveling salesman with a good wholesale Southern or Western trade. Address R., No. 113 Miller Street, Newark, N. J.

SALESMAN wanted to sell as side line to Hardware, plumbers and gas fitters Incandescent Gas Mantels; our prices are the lowest, and goods of highest candle power and durability. Big inducements for hustlers. Address W. G. TUCKER CO., No. 555 East 116th Street, New York City.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. CO., Rock Falls, Ill.

For Sale.

FOR SALE—A clean, up to-date stock of Hardware, well assorted; good location; cheap rent; in an Indiana gas town of 25,000 inhabitants; plenty of factories and hustle. Will invoice about $5000. No better town in United States. Address H., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

MANUFACTURERS of a good staple article or popular specialty, whose prices can meet competition, and who will entertain the subject of representation in New York and vicinity, may find it advantageous to correspond with subscriber, whose firm will prove suitable in experience and repute, and would make arrangement mutually profitable. EDWARD CHARLES, care HARDWARE, No. 143 Chambers Street, New York City.

LIVE man (29) desires to represent manufacturers of small lines and specialties, suitable for the Hardware and house-furnishing trades. New York and vicinity. For particulars, address WM. SMITH, No. 718 Chauncey Street, Brooklyn, N. Y.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware, steel, or kindred products, by young man of executive ability and wide experience Bond, if required. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Russian Agency.

RUSSIA.—The undersigned, who is a resident of Warsaw, Russia, this month in New York, desires to correspond with manufacturers with a view to introduce in Russian market. Address A. BARUCH, care of HARDWARE, No. 143 Chambers Street, New York.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

WE illustrate herewith our new 38 cal.

HAMMERLESS,

AUTOMATIC SHELL EJECTING REVOLVER,



Central fire, S. & W. cartridge, 3¼, 4, 5, and 6 inch barrels. It is a beauty, and the price is right, as well as the workmanship. Absolutely safe. The internal hammer is rebounding.

This makes our line very complete. Dealers, have you a complete line? If not, why don't you enquire about them? We gladly answer all letters. Complete catalogue sent to any address on application.

HARRINGTON & RICHARDSON ARMS CO.,
WORCESTER, MASS., U. S. A.

FREE TO HARDWAREMEN.

A sample of our new weight "56" SPOON—

NICKEL SILVER TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,
EAST BRIDGEPORT, CONN.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.



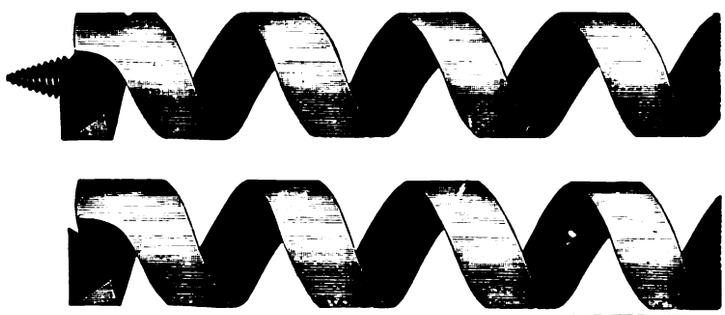
There are others, but none like or equal to the **Centennial.** It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.

Manufactured only by

COONEY, SEINER & CO.,
17, 19 and 21 E. South St., INDIANAPOLIS, IND.

SNELL MANUFACTURING COMPANY, FISKDALE, MASS.



Ship Augers and Ship Auger Bits....

These goods are made by skilled mechanics on new and improved machinery from especially selected cast steel made for the purpose. . . .

The large increase in their sales testify to their quality that they are superior to any other make.

They are finished so they can be used to bore with the grain as readily as across the grain, through the knottiest timber without swerving. . . .

AGENTS:

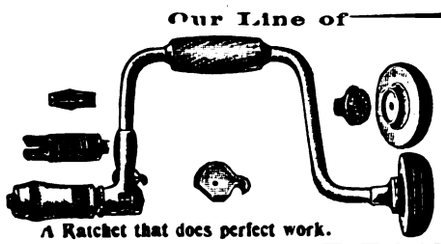
John H. Graham & Co.,
113 CHAMBERS ST., NEW YORK.

Underhill, Clinch & Co.,
94 CHAMBERS ST., NEW YORK.

LANCASTER MACHINE & KNIFE WORKS, LANCASTER, N. Y.

Our Line of

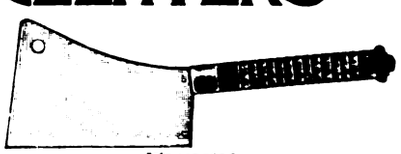
BRACES AND CLEAVERS



A Ratchet that does perfect work.

Is Most Complete,
Quality the Highest.

HAVE YOU OUR CATALOGUE?



Warranted.

ALLERTON-CLARKE CO.,

118 Lake Street, CHICAGO, ILL.

Sole Agents,

97 Chambers and 79 Reade St., NEW YORK.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters.....
Railroad.....
} 40&12½&5

Ammunition—

CAPS, PERCUSSION—₱ 1000—

U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....35 37c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....2, @ 25c

CARTRIDGES—

Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$3.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—

Berdan Primers, $1.00.....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—

First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....20&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—

"New Club," Black Powder... 40&10&5@4 &10&10%
"Black Club," Black powder... 4 &10& 1&10&10&5%
"Smokeless" Nitro Powder... 40&..0&10&10%
"Acme," Dense Nitro Powder 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₱ 1000—

B.E., 11 up.60c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....90c..
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50
} 20&5%

SHOT—

Drop Shot, sizes smaller than B, 25-₱ bags ₱ bag.....$1.25
Drop Shot, sizes smaller than B, 5-₱ bags, ₱ bag.....$ .30
Drop Shot, B and larger sizes, 25-₱ bags, ₱ bag.....$1.50
Drop Shot, B and larger sizes, 5-₱ bags, ₱ bag.....$ .35
Buck Shot, 25-₱ bags, ₱ bag...$1.50
Buck Shot, 5-₱ bags, ₱ bag....$ .35
Chilled Shot, 25-₱ bags, ₱ bag..$1.53
Chilled Shot, 5-₱ bags ₱ bag..$ .35
Dust Shot, 25-₱ bags, ₱ bag....$2.00
Dust Shot, 5-₱ bags, ₱ bag.....$ .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 ₱ each..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 ₱ each..... .45
Orange "Extra," F, FF, FFF, in canisters of 1 ₱ each..... .35
F, FF, FFF, in canisters of ½ ₱ each..... .15
F, FF, FFF, in canisters of ¼ ₱ each..... .12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 ₱ each..... 6.00
No. 1, 2, 3, 4, 5, in ½ kegs of 12½ ₱ each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ ₱ each..... 2.25
Orange Sporting, Nos. 1 and 2, in kegs of 25 ₱ each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ ₱ each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ ₱ each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 ₱ each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF in ¼ kegs of 6¼ ₱ each..... 1.25
Meal Powder, In kegs of 25 ₱ each..... 4 00
[For 1000 ₱ lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 ₱ each..... 2.25
Blasting and Mining, "A" CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFFF, in keg of 25 ₱ each..... 2.25
Blasting and Mining, "B," CC, C, F, FF FFF, FFFF, in kegs of 25 ₱ each..... 1.50
Fourth of July Powder, In kegs of 25 ₱ each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Sing e Canisters..... 1.00
Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.:
In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 ₱ each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 ₱ each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ ₱ each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 ₱ each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 ₱ each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ ₱ each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ ₱ each..... .12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 ₱.....$3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ ₱..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ ₱..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 ₱..... 4.50
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ ₱..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ ₱..... 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 ₱..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ ₱..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼ ₱..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 ₱..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ ₱..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ ₱..... 1.50
Mealed Powder, in Kegs, 25 ₱. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 ₱..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 ₱..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 ₱..... 1.50
Du Pont Sporting Powder, for lots 1000 ₱ 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 ₱ Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ ₱ Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ ₱ Black Powder..... 5.75
Canisters, equal in bulk to 1 ₱ Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—TARGETS AND TRAPS, INANIMATE—

Cleveland Target Co.:
Blue Rocks ₱ 1000.....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montrose, Galien, Mich.:
Camp's Success.....₱ doz. $3.50
Galien Safety.....₱ doz. $3.75
Hartman's Pivot.....₱ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....₱ doz. $3.25
Western.....₱ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₱ doz. pairs. .75
Burton's, No. 2....₱ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₱ doz. pairs.$1.00
Kohler's:
Invisible, No. 3.....₱ gro. $6.50
Perfect, No 2.....₱ gro. $7.00
Bolt Holder, No. 1.....₱ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, ₱ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¾@9¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8¼@9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..30%

Augers and Bits—

Boring Machine.....75&10@80%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....35%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 33.70&10%
No. 10 Extension Lip....40@40&10%
No. 1 Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@50%
Ring Augers.....70&10%
Pugh's Black.....30%
Snell's Jennings' Pattern.....70%
Snell's Car Bits.....60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Bonney's Adjustable, No. 4, $14.00. 20@25&10%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....30%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $36.00.....50&10@60%
Ives' Model, ₱ doz. $60.....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—

Common.....₱ gro. $2.75@$3.25
Diamond ₱ doz. $1.25.....40&10%
Douglass'.....40&10@50%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood.40@ 40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60%@70%
K. & F.....60&10&10&5%
Morse.....60&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—

Cleveland.....60&10@70%
Detroit.....60&10&5@70&5%
K. & F. Straight Shank..60&10&10%
Morse Straight Shank.....60&10%
New Process.....60&10@70%
Standard.....60&10@70%
Syracuse.....60&10@7 %
W. & B Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—

L'Hommedieu's....15&10@15&10&5%
Snell's.....40@40&10%
Watrous'.....40%

Awl and Auger Handles—
See Handles.

Awls—

Handled Brad, ₱ gr.....$2 00@$2.25
H'ld Scratch ₱ gr.....$3.50@$4.00
Pat. Peg ₱ gr.....$2.50@3c
Sewing, Com.....₱ gro., 85c@$1.00
Should. Peg ₱ gr.....$1.25@$1.45
Shouldered Brad, ₱ gr...$1.50@$1.65
Socket Scratch ₱ doz....$1.00@$1.10
Stanley Rule & Level's
Handled Brad.....40&10%
Patent Pegging.....60&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10 ₱ doz. $7.50; No. 20, ₱ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....30%
Ice Awls.....35%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $12; 4, $13; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.00; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₱ dozen net.
Stanley's Excelsior, No. 1, $7.50 : No. 2, $4.00; No. 3, $5.5.....40&10%

Axes—

First quality, best brands.$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₱ doz.

HATCHETS—

Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's....40&12½@50%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....50%
D. Simmons & Co.
Broad.....50&5%
Shingling and Claw.....50&5%
Lath, Hunters' etc.....50&5%

Balances—

Chat llon's:
No. 2000 20 30
₱ doz. 75c 85c $1.65 net
Circular Balances.....30%
Straight Balances.....60%
Circular Spring Balances.50&10@60%
Common 24 ₱.....₱ doz. 80c net.
Ice.....40&10%
Straight Spring balances.60&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $2.50.....30%
Tinned, each, $7.50.....30%

Bells—

HAND—

Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—

Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@40%
Gong, Yankee.....65&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....35%
New Departure.....45@50%

COW—

Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....60&10%
Western, Sargent's list.....75%

Bellows—

Blacksmith's.....70@70&10%
Hand.....50&5@50&5%
Moulders.....50&5@50&5%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....50&10%
Shield High Grade.....50&10%
War. 2 XL.....45%

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Common Standard.75&10@75&10&5%
Extra..... 60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable .....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&10%
Seymour Smith & Sons..₩ doz. $5. 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B .....₩ pair, $6.50
W. & P.....₩ pair, $7.00

Bit Holders—

Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives'₩ doz. $30.66.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₩ doz. $3..33⅓@33⅓&10%
Excelsior..₩ doz. $10.00....50&10&5%
North's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₩ gro. sets.....$5.50
Gorhans Improved Star Tenon ₩ gro. $1.00.....35%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr....$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9.00
Zimmerman's.....60&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70& 10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60& 10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10 @70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@8.%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list.. 60&10&5@70%
Wrought Shutter, Sargent's list.. 60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@80%
Norway Iron, list Oct. '84...75&10@ 75&10&5%
Phila., Eagle, list $3.00.85&10@85& 15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96. 75%
Bay State, Fluted.....75%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '83...75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....75&10%

MISCELLANEOUS—

Sink.....75&10%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....20%

Borers, Bung—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $2.50 each
Ive's.....33⅓&5%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	$3.00
Millers Falls	7.50	15&10%
Snell's. Rice's Pat.	2.50	$2.75

Bow Pins—

1¼ inch, ₩ gro.....$4.50@$5.00
inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)....60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....90&10@90&30%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@ 10%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@ 40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75& 10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1896.
Bronzed Inside Blind Butts.50&10 @50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle.₩ gr....$2.00@2.25
Sardine Scissors...₩ doz. $2.0 @2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2 50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—

Cotton .....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@80c
Cast Steel, Polished.....₩ doz. $2.25
Socket.....₩ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen.	Ball Bearing	₩ doz. $27.00
Crystal		₩ doz. $36.00
Gold Medal		₩ doz. $24.00
Grand		₩ doz. $36.00
Grand Rapids.		₩ doz. $33.00
Hall		₩ doz. $30.00
Prize		₩ doz. $24.00
Premier		₩ doz. $24.00
Superior		₩ doz. $24.00
Welcome		₩ doz $24.00

Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $21.00
Furniture Protector, Japan.....₩ doz. $33.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap...₩ doz. $20.00
"Standard A," Nick..₩ doz. $23.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₩ doz. $3.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $6.00
Little Queen.....₩ doz. $3.50
Misses.....₩ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₩ doz. net $18.00
"Criterion," ₩ doz. net.....$16.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic ₩ doz. net $19.00

Goshen Sweeper Co: New Prices Per Doz.

Goshen's Junior.....$ 9 00
Eureka.....$12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$16 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap.....$18.00
Unrivalled. Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap.....$19.00
Banner, Broom Action, Jap.$2 00
Banner, Broom-Action, N c.$ 2.00
Reliable, Broom-Action, Jap.$ .0.00
Reliable, Broom-Action, Nic.$22.00
Rapid Broom Action, Jap..$20.00
Rapid Broom-Action, Nic..$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam Action, Nic.....$24.00
Common Sense, Cam-Action, Nic.....$21 00
Our Best, Cam-Action, Nic..$24.00
Majestic Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$26.00
Model, Cam Action, Nic.....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72 00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....6 @6 &10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, in 1000 pound lots.

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$6.00	4.25	3.25	2.90	2.75	2.65	2.45	2.40

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&2%
Covert's Heel Chains.....45&2%
Galvanized Pump Chain, with Buckets.....50&5%c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Onesida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25%
Family.....net ₩ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....7½@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Witherby.....
} 75&10@75&10%
C. E. Jennings & Co. No 70....35&10%
Jennings & Griffin Mfg. Co....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

COLD CHISELS—

Good quality, ₩ lb.....14c@16c
Snell's Best C. S.....50&10%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...35%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50.35%

Clamps—

Adjustable, Cincinnati....15&10@ 15&10&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'....30@30&10%
Cabinet Makers, Sargent's...45&10 @40&10%
Carpenters', Cincinnati....15&10@ 15&10&10%
Carriage Makers', Sargent's.. 50&10@50&10&5%
Carriage Makers' P. S. & W. Co. 40&10%
R. I. Tool Co.'s Wrought Iron....35%
Smith's:
Eccentric.....35%
Splicing.....35%
Splicing Tools.....35%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₩ doz. $3.25
Star Shank.....₩ doz. $3.75
Star Socket.....₩ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s: Chicago Belt Clipping Machine, Each $15 00...15%
New '98, Chicago..Each $8.75...15%

TOILET

Chicago Flexible Shaft Co.'s:
Handy.....₩ doz $7.20 net
Mascott.....₩ doz. $8.40 net
Mowitor.....₩ doz. $9.00 net
Stewart Pat.....₩ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers.
70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent
Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....20%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & I. J. White.....30@30&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co..
15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40&
10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretsinger Cut-Easy, ₩ doz.
$3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....35@35&10%

Counter Sinks—

Adjustable.....30%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....30%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96.....25&10%
New York Stamping Co. List,
Sept. 17, '97.....25@2.5&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List.
50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—

Electric Door Opener, complete, $9
50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50.
70@75%
Star (Coil), list Oct. '95.....33⅓&10%
Torrey's Rod, 39 in, ₩ doz $1.20@1.35
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....35@35&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@80&5%
Ohio Tool Co.....75&10&5@80&5%
P. S. & W.....75&10&5@80&5%
Witherby.....75&10&5@80&5%
Watrous.....30&10@40%
L. & I. J. White.....30&5@35%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩
doz.....$16.00
Breast, Millers Falls, each $3.00
15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....35%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.35@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....30&10%
Ratchet, Weston's.....30@35%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00:
Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Paine, Diehl & Co.'s Keystone 33⅓%
Spiral.....₩ gro. $4.25@4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.00
Dover, No. 10.....₩ gro. $5.50
Dover, Steel Handle No. 10, ₩
gro.....$5.50
Dover, Extra Heavy, No. 15, ₩
gro.....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$3.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....80c. each.
Door Springs, Electric...24c. each.
Early Riser Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric...5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps..40c. each.
Induction Coils, Telephone.6 c. ea.
Lead Covered Wire No. 18, No.
16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....30c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P.,
2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c ea.
Yale Lock Switch, Electric, $2.50
each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, CC FF.
Kegs, ₩ lb.	4½c	5c	3c
½ kegs, ₩ lb.	4½c	5½c	3½c
¼ kegs, ₩ lb.	5c	5½c	3½c
10 lb cans, 10 in case....	6c	6½c	5½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—

No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—

Brass Thread.....60@60&10%
Wood.....35%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—

Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots
50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal
Key.....50&10%
John Sommer's "Duplex," Metal
Key.....60%
John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50&10%
John Sommer's "Diamond," Lock
40%
John Sommer's "Eclipse," Lock.
40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50&10%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....60%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand."
Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...80@80&10%
Royal.....75%
Second Quality Files.....60&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Filters—

Seed's Water Filters:
A 1, No. 2, No. 3, No. 4,
$4.00 $2.50 $1.50 $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (60c
base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&30%
Fitch's.....35&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay.....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&20%
Columbia, Spading.....75&5&25
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....70&12½%
Victor, Manure, 4 tines.....70&12½%
Victor, Manure, 6 tines.....70&20%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@30%

No.....	0	1	2	3	4
₩ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₩ doz..	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse...₩ 1000 ft $3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse,
₩ 1000 ft. $5.20

Gas Burners, Self-Lighting—

Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.35

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....35&10%
Marking, Mortise, &c..60&10@60&
10&10%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and
Scratch.....25&10%
Copeland Champion Bit ₩ doz
$2.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10&10%
Wire, Wheeler, Madden & Co.....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $2.00
Assorted 2 and 3.....₩ gr. $2.25
Wood head.....50&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25%
Rotary Nutmeg.....₩ gro. $9.00

Grindstone Fixtures—

Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co.....45&25
Covert's Saddlery Works:
'96 List.....60&30%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10@60%
Henry Chaney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.35,
1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail..
40&5%
Engineers & B. S. Hand....50&10%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....30%
Sargent's New List.....45@50%
Verree.....50&10@60%
Warner & Nobles New List..35&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 35c } 30@30&10%
Over 5 lb.....₩ lb 30c
Wilkinson's Smiths....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&30%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@
60&10&10%
Door or Thumb:

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.08	1.35	1.50

60&10@70%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....60&10@60%
Japanned, with Nuts....$1.65
Japanned, with Plate....$1.10
Japanned, without Plate....35c

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....60&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....60%

WOOD—
Auger, assorted....$ gr. $3.25@3.50
Auger, large....$ gr. $3.00@3.25
Auger, Douglass', Pat. $ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10%
No. 2 to 3½....40%
Auger, Swan's, Pat. $ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....$ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....$ gr. $1.25@1.40
Firmer Chisel, Apple ass'd $ gr. $2.25@2.50
Firmer Chisel, Apple large $ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd $ gr. $2.00@2.25
Firmer Chisel, Hickory, large, $ gr. $2.50@2.75
Firmer Chisel, Socket ass'd $ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

GROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—
Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England. 70@70&10%
Barry, $6.00....50&10%
Best Anti-Friction. 60&10@60&10&5%
Challenge, Barn Door....50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00....70@70&10%
Cronk's Steel cov'd Loose Axle, 60&10@70&20%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....60@60&10%
Lanes Barn Door:
Barn Door, Standard....60&10%
Covered....60&10%
No. 50....60&5%
New Model....40&10%
Parlor, Standard....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $14.00, $ dozen pairs....60&10%
Richards' Single Track, Steel. 50&10%
Stearns' Challenge....50@50&5%
Stowell Mfg. Co.'s Barn Door
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....50&10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....50&10%
Wild West....50&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....35%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Universal Anti-Friction....40%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00. 60&10&2½%
Warner's Pat....20&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.10 $ doz....40&10%
Wrought....35&10&5@90%
Wrought, Stanley....35&35@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....$6.00
Wadsworth's....40&5@40&5&7½%

Hinges—
WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 23 and 24 50&10@60&10&5%
Rolled Plate, Rolled Raised....70&10@70&10&5%
Plate Hinges "Providence" 6 to 12 in. $ lb., 5c. 14 to 36 in. $ lb. 4c.
Screw Hook and Strap. 6 to 12 in., $ lb..2½c; 14 to 20 in., $ lb..2½c; 22 to 36 in., $ lb..3 c

STRAP AND T HINGES—
Light Strap Hinges. 75&10&5@75&10&5&10%
Heavy Strap Hinges. 80&10@80&10&10%
Light T Hinges....70@70&10%
Heavy T Hinges...75&5@75&10&5%
Extra Heavy T Hinges..80@80&10%
Long Chest Hinges..60&10@60&10&10%
Hinge Hasps....60&10@60&10&10%
Crate Hasps....60&10@60&10&10%
Crate Hinges....75&10&5%

SPRING HINGES—
Bommer's....40%
Bardsley's Patent Checking....15%
Chicago....30%
Champion....60%
Kell's American....30%
Matchless, Double Acting....25%
New Idea, No. 1, $ gro....$7.50
New Idea, No. 2, $ gro....$18.00
Rex....$ gr. $13.00
Royal Japanned....66⅔%
Rubber....66⅔%
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double. 60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....20%
Union Mfg. Co....25%
Van Wagoner & Williams Hdw. Co.:
Acme....30&5%
American....30%
Columbia, No. 14....$ gro. $8.00
Columbia, No. 18....$ gro. $24.00
Crown....30%
Gem....30%
Knoxall....$ gro. $9.00
Oxford....30%
Wiles' No. 1, $ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....$ dos $12.50, 50%
Clark's Nos. 1, 2, 3....70@70&10&5%
N. E...$ dos $7.20....60@60&10%
N. E. Reversible....$ dos $5.20 60@60&10%
N. Y. State..$ dos $4.20..60@60&10&5%
Shepard's Nos. 1, 2, 3. 60&10@60&10&10&5%
Western, $ dos $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1¼, 2, 2¼, 3....80&10%
Mortise Gravity....50%
Nos. 1, 2, 5....80&10%
Nos. 40 and 50....80%
Huffer....60&10@60&10&10%
Parker....75@75&10%
Sargent's Nos. 1, 2, 5, 11, 12. 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....60&10%
Buffalo Gravity Locking, Nos. 1, 2 and 5....80&10&5%
Champion Gravity Locking, No. 75....80&10&10%
1868, Old Pat'n, Nos. 1, 2 and 5. 60&10%
Tip Pattern, Nos. 1, 2 and 5. 60&10&5%
Double Locking, Nos. 20 and 25. 75%
Empire, Nos. 101 and 103....80%
Niagara Gravity Locking, Nos 1, 2 and 5....80&10%
Noiseless, Nos 50, 60, 65 and 55. 80%
O. S. Lull & Porter....60&10&5%
Pioneer, Nos. 060, 45 and 5¼..75&5%
Steam Boat Gravity Locking, No. 10....80&10&5%
Stenger's Noiseless....75%
Mortise Gravity....50%
Stanley's Steel Gravity Blind Hinges, $ doz. sets $1.20....40&10%

Hitching Cords—
Covert Mfg. Co....45%

Hoes—
HANDLED—
Crescent Cultivator, 6 in. $ doz. $3.50 net
Crescent Cultivator, 7 in. $ doz. $3.75 net
Crescent Double-Bit $ doz. $4.00 net
Crucible Cut-Easy..$ dos. $4.50 net
Cotton....80&10%
Dunlap's Boys', Ladies', Toy....30%
Garden....60%
Ladies' and Boys'....60&5%
Mortar....75&25%
Iowa Crucible Socket....75&30%
Magic....$ doz $4.00
Mattock Hoe....$ doz. $3.75 net
Planter's....80&15%
Texas Cut-Easy....$ dos. $4.35 net
Warren Hoe....60&10%
Weeding....75&5%

RYE—
American Axe & Tool Co....70%
Grub....75@75&10%
Lane's:
Crescent Planters Pat....45&5%
Razor Blade, Scovil Pat....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil....30@30%

Hog Rings and Ringers—
Hill's:
Rings....$ gr. boxes..$3.00@3.25
Ringers....$ dos. 50@55c
Kohlers, Horse Nail, Ringers. $ doz. $9.00
Perfect Rings....$ gro. $7.00@7.50
Perfect Ringers....$ doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—
IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Peerless Enameled-Ware...70&10%
Crystal Steel-Ware....50&10%
Blue and White-Ware....60&10%
White-Ware....35&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10@70%
Unground....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....62½@65%
Maslin Kettles....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—
BUSH—
Jennings & Griffin's....40&10%
Light $ dos. $5.00; Medium $ dos. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....60&10%
Chandelier....70%
Clothes Line, Sargent's list...5&10%
Coat and Hat, Sargent's list..60&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list...60@60&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....$ dos $1.35
Cotton Pat. (N. Y. Mallet & Handle Works....30%
Hammock Hooks, E. C. Stearns, $ dos....60c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....33⅓%

WIRE—
Atlas Coat and Hat....50&10%
Belt....60&10%
Handy Coat and Hat....70%
Steady Ceiling....70%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....70&10%
Hooks and Eyes—Mal. Iron....75%
Cotton, Box and Hay....60%

Horse Clippers—
See Clippers.

Horse Nails—
	Nos. 6	7	8	9	10
A. C.	25c	25c	25c	21c	21c.

40&10%
American, all sizes, 5%....net
Ausable....25c 25c 25c 24c 23c. 40&10&5%
Anchor....25c 21c 20c 19c 18c....40%
C. B. K....25c 23c 22c 21c. 21c 40%
Capewell....19c 18c 17c 18c 16c..10&5%
Champlain..25c 25c 25c 24c 23c 40&5&2%
Clinton Fin. 19c 17c 16c 15c 14c. 50&10&5%
Essex....25c 23c 25c 24c 23c. 40&10@50%
Lyra....5½c 5½c 5½c 5½c 5½c., net
Maud S....25c 23c 23c 21c. 21c 40&10&5%
Northw't'n. 25c 23c 23c 21c 20c. 35@35&5%
Putnam....25c 21c 20c 19c 18c....35%
Snowden, 5½c 5½c 5½c 5½c 5½c., net
Vulcan....25c 21c 20c 19c 18c....35%

Horse Shoes—
HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb's..$3.15@3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@5.25
Gibbs' Rubber Quah'd, $ set, $1.50
Hartford Side-Weight, Extra Light....$7.00@$7.50
Hartford Side-Weight, Light and Medium....$6.50@$7.00
Perkins Improved Snow....$ lb 4c
W. & B. Rubber Pad....$ set, $2.50

MULE—
Add 50c $ keg to above prices.

Horse Ties—
Covert Mfg. Co....45%

Hose, Rubber—
Boston Belting Co.:
"Boston"....60&10&5%
"Imperial"....40&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....60&10%
Staple....60&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....$ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....$ doz. $12 00
Ice Crusher, No 3, $ doz. $8.00
Ice Crusher, No. 2, $ doz. $6.00
Ice Crusher, No. 1, $ doz. $9.00
Ice Tools....$ doz. $4.00
Sargent's Ice Awls....65%
Snell's....50%
Star....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 32, $ doz. $6.00..25%
No. 34....$ doz. $15.00..25%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—
Ames':
Bread Knives. $ doz. $1.80....20@25%
Butcher Knives....35@35&10%
Shoe Knives....35@30%
Dunlap Kitchen and Bread Knives 25%
Foster Bros.' Butcher, &c....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2½ in. Bead, $ gr....$1.25@$1.50
Carriage, Jap....$ gro. 80c, 60&10%
Door Knobs, Hematite....50&10%
Door Mineral....$ doz. 65@65c
Door Por. Jap'd....$ doz. 65@70c
Door Por. Nickel....$ doz..$1.70@1.80
Drawer, Porcelain. 60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '98. 60%

Lace Leather—
John C. Hagan & Co.:
Rawhide Side Lace, No. 1 $ ft. 15c
Tanned Side Lace....$ ft. 12c
Cut Lacings, ¼ in., $ 100 ft....$1.00
Cut Lacings, 5 16 in. $ 100 ft. $1.25
Cut Lacings, ⅜ in., $ 100 ft....$1.50
Cut Lacings, ½ in., $ 100 ft....$2.00
Cut Lacings, ⅝ in., $ 100 ft....$2.75
Cut Lacings ¾ in., $ 100 ft...$3.25
Discount from list, 60%

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Latches—
Cronk's Sliding Door.....60%
Lane's Barn Door.....40%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:

12 in.	14 in.	16 in.
$6 00	$6.25	$6.50 each net

Pennsylvania.....60&10%
Rapid Transit.....70&10&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—
Enterprise.....25%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:

No. 1,	No. 2,	No. 3,
₩ doz. $12.00	$15.00	$24.00..25%

Lead Pipe, &c.—
Lead Pipe.....₩ lb 6c
Lead Pipe, Tin Lined.....₩ lb 12½c
Block Tin Pipe.....₩ lb 22c
Sheet Lead.....₩ lb 7c
Quantity discount 20%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.25; 3, $1.65; Queen $3.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 30&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 8.....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50.....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 30%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.—
Barnes Mfg Co.....40@40&10%
Branford Lock Co.....net prices
Champion Night Latches.....40%
Dietz Flat Key.....30%
Mallory, Wheeler & Co...60&10@70%
Norwalk Lock Co.....60&10%
Plate.....33⅓%
R. & E. Mfg. Co.....60&10@70%
Reading Hdw. Co.....60@60&10%
Sargent & Co.....60&10@60&10&10%
Slaymaker, Barry Co's:
Corrugated Key Latch.....35&5%
All other Night Latches.....40%
Yale.....net prices
CABINET—
Barnes Mfg. Co.....40@40&10%
Dietz:
Nos. 29 to 33.....40%
Nos. 41 to 75.....45%
Nos. 87 to 96.....30%
Eagle Lock Co.....45%
Yale.....45&5%
PADLOCKS—
Acme Bicycle and Satchel per doz. $2.00.....40%
Ames Sword Co.....40%
Barnes Mfg. Co.....50@50&10%
Champion.....40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Regular list.....70&10@75%

Meat Cutters—
American.....30%

Nos.	1	2	3	4	5	6
Each,	$6	$7	$10	$25	$50	$60

Dixon's.....₩ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25%

Nos.	10	12	22	42
Each	$3	$3.50	$4	$6 $15

Hales Pattern ₩ doz.....70@70&5%

Nos.	11	12	13
	$27	$33	$45

Home No. 1..₩ doz $35.....60%
Little Giant.....60&10%

Nos.	205	210	212	220	222
	$35	$45	$44	$72	$66

Miles' Challenge ₩ doz...45@45&10%

Nos.	1	2	3
	$25	$30	$40

Perfection.....net
Woodruff's ₩ doz.....33⅓%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—
Enterprise.....25%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..65c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz.$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1898.....37½&10%
FIXTURES—
Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, per doz.....$9.00
Eclipse....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 30%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 15&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—
Buck Bros.....37½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's.....60&10%
Hunters' Cup Point Knurled, ₩ gro. $10.00
Hunters' Cup Point, Plain, ₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....50&10%

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 20%
Turner & Seymour Mfg. Co.....60%

Nuts—
Cold Punched, Square, off list. $5 90
Hex, off list.....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list.....$7.20

Oilers—
Brass and Copper..50&10@50&10&5%
Cushman & Denison's:
Pocket Oilers.....₩ doz. $1.55
Star Pocket Oilers.....75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable, Hammers, New Style, 10&5@30%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@50%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ lb.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2¾ to ⅝ at back, ⅛ to 5-16 edge ₩ lb:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb.....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$13.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x⅝ to 1¼, ₩ lb.....24
" 2x2x⅝, extra selected..40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston".....60%
"Excelsior" Self-Vulcanising, per lb 70c.....40%
Boston "Phœnix" Red Sheet, per lb.....50c.net
Extra.....60&5@60&10&5%
Standard, Fair Quality..70&10@75%
MISCELLANEOUS—
American Packing.....9c@10c ₩ lb
Cotton Packing.....14c@15c ₩ lb
Italian Packing.....11c@13c ₩ lb
Jute.....5½c@6c ₩ lb
Russian Packing.....13½c@14c ₩ lb

Padlocks—
See Locks.

Parers—
APPLE—
Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Daisy.....₩ doz 3.50
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....₩ doz 12.00
Favorite.....₩ doz 5.00
Gold Medal.....₩ doz 4.50
Ideal.....₩ doz 4.00
Improved Bay State.₩ ds..$27@30.00
Little Star.....₩ doz 4.00
Monarch.....₩ doz 12.00
New Lightning.....₩ doz 5.50
Oriole.....₩ doz 4.00
Penn.....₩ doz 3.00
Perfection.....₩ doz 4.00
Reading, 73.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Rocking Table.....₩ doz 5.50
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable.....₩ doz 4.50
Victor.....₩ doz 12.00
Waverly.....₩ doz 3.75
White Mountain.....₩ doz 4.00
POTATO—
Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00@7.50
Lead.....₩ gro. 2.13@4.88
Lumber.....₩ gro. 6.87
Mascot, Hexagon.....₩ gro. 4.75
Mascot, Round.....₩ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....70&10@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@55%
Bench, First Quality.....50@50&10%
Bench, Second Quality.....50%
C. E. Jennings & Co.....50&10%
Molding.....40&10%
IRON PLANES—
Chaplin's Iron Planes.....60&10%
C. E. Jennings & Co., Iron...5 &10%
Sargent's.....60@60&10%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10@60%
Miscellaneous.....35&10%
Steer's Iron Planes..50&10@50&10&5%
PLANE IRONS—
Auburn "Thistle".....
Ohio.....
Sandusky.....
} 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to 5
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & L. J. White.....30&5@25%

Pliers and Nippers—
Button's.....70@70&10%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70@70&10%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.30&10 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6¢ dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's.....50%
Pocket Levels.....70&10@75%
Stanley's.....75&10%
Stanley's Duplex.....25&10&10%
Wood's Extension Sight.....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....25%

Polish, Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—
Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ₩ doz. $.75; ₩ gr. $6.50
1½ qt. ₩ doz. $.85; ₩ gr. $8.00
2 qt., ₩ doz. $1.15; ₩ gr. $12.00
} 10@15%
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—
Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No 25.....₩ doz $11.00
Invincible, No 6.....₩ doz. $10.00
Pioneer, No. 714.....₩ doz. $ 9.00
Lock Lever, No 20...₩ doz. $12.00
Universal, No 49.....₩ doz. $14.00
New Champion, No.37 ₩ doz. $ 7.00
Iron Handle, No. 33. ₩ doz. $ 5.00
Ryan's.....₩ doz., $30.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓&5
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ dos $18.00, 25@25&10&5
Disston's Pruning Hook.....₱ dos $13.00, 25@25&10&5
Henry's Pruning Shears ₱ dos $3.50@$3.75
Kohler's Pruning Shears:
German, No. 45.....₱ dos $3 50
American, No. 33.....₱ dos. $3.50
E. S. Lee & Co.'s Pruning Tools.40&5
P. S. & W. Co.'s Shears.....60&
Pruning Shears, Henry's Pat. ₱ dos.....$3.50@$3.75
Waters Tree Pruners.....75&10@50&
Wheeler, M. & C. Co.'s Combination.....₱ dos $13.00, 25&10&5

Pulleys—

Awning.....60@60&10&
Axle.....60&10@60&10&10&
Brass Screw.....65@70@70&
Ceiling.....50@60&5&
Clothes Line, Japanned..60@60&10&
Common Sense.....60&
Dumb Waiter.....60@60&10&
Empire Sash Pulley.....60&
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5&
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50&
Hot House.....50&10@50&10&10&
Stowell's Anti-Friction 5 in. Wheel, ₱ dos $13.00.....40&
Side, Anti-Friction.....50&
Shade Rack.....45&
Upright.....60&10@50&10&10&

Pumps—

Cistern, Best grades..65&10@70&10&
Pitcher Spout, Best grades 75&10@80&
Pitcher Spout, Cheaper grades, 50&5@30&10&
F. E. Myers & Bro.:
No. 1, Fig. 326, 3 in. Shallow Well Pump.....$13.00
No. 3, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 327, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 327, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 331, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 333, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 335, 3½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 103, Fig. 443, 3 in. Lift Pump.....$10.00
No. 105, Fig. 443, 3½ in. Lift Pump.....$12.00
No. 126, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 235, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 403, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 260 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 573, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330, Fig. 493, Bucket Spray Pump.....$5.50
No. 335, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50@55&
Check.....55&
Spring.....50&5&
Springfield Socket.....55&
Morrill's Universal.....35&
Niagara Hollow.....45&
Niagara Solid.....55&
Saddlers' or Drive, good.....60@55&
Snell's Tinners'.....50&
Spring, good quality, ₱ dos $1.70@1.80
Spring, Leach's Pat.....15&
Tinners' solid, P. S. & W. Co. ₱ dos.....$1.44, 55&
Tinners' Hollow, P. S & W. Co 20&5&

Rail—

	Barn Door, Light, In.	⅛	¼	⅜
	Per 100 feet	$1.40	1.65	1.80

Barn Door, "None Better" No. 1, ₱ foot.....3½c
Barn Door, "None Better" No. 2, ₱ foot.....3½c

B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet	$1.60	2.00	2.50

Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
Competition.....₱ foot, 2½c
Common.....₱ foot, 2½c
Double Braced.....₱ foot, 2½c
Lanes' O. N. T.....₱ 100 ft. $2.40
Stowell's Wrought Steel.....35&
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 2c
Sliding Door, Wr't Brass, 1¼ in. ₱ ₱, 38c.....30&10@40&5&
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot. 60&10&2½&

Rakes—

Cast Steel, Association goods.75&10&
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 16 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1.....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3.2 @$3.40
Lawn Queen, Impr'd, net ₱ doz. $3.3 @$3.50
Catch All...net ₱ doz. $3.15@$3.25
Jumbo.....net ₱ doz. $7.0 @$9.00
Paragon.....net ₱ doz. $3 85@$3 00
Malleable..... 75&
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15&
Prize Bow-Brace.....75&15&
Queen City.....33⅓&5

Rasps, Horse—

New Nicholson Horse Rasp..70&10&
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....30&
Westenholm and Butcher, $10.00 to $.....10&

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10&
White Japanned.....30&10&
Bronze-plate t.....40&
Nickel plated.....40&10&
Stowell's old list:
Japanned.....30&10&
Nickel-plated.....75&10&

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....50&
Hose with Burrs.....50&
Burrs only.....40&

IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....75&10&
Thousand, in bulk.....75&10&5&
Thousand, in papers.....75&10&5&
Coopers, in bulk.....75&10&
Block, and Carriage, in papers. 75&10&
Hame.....30&
Belt with burrs, tinned or copper.....75&

Rivet Sets—

Regular list.....70@70&10&

Rollers—

Barn Door, Sargent's list..60&10& 10@70&
Cronk's:
Acme Barn Door.....50&
Adjustable Stay..₱ doz. $1.00 net
Screw Stay.....& doz. 60c net

Rope

Cotton Rope, Best, ¼ in. and larger.....₱ ₱ 13 @14c
Medium, ¼ in. and larger.....₱ ₱ 10 @12c
Common, ¼ in. and larger.....₱ ₱ 8½@10c
Jute Rope.....₱ ₱ 5 @5½c
Manila:
7-16 in. and larger.....₱ ₱ 11¼c
⅜ in.....₱ ₱ 10¾c
¼ and 5-16 in.....₱ ₱ 11¼c
Hay Rope, Med.....₱ ₱ 10½c
Sisal, ⅜ in.....₱ ₱ 9¾c
¼ and 5-16 in.....₱ ₱ 10¼c
7-16 in. & larger.....₱ ₱ 9¼c
Med. L'th Y'rn.....₱ ₱ 8¾c
Hay Rope.....₱ ₱ 9¼c

Rules—

Athol, Steel.....33⅓&5
Boxwood.....80&10&10&10&
Ivory.....50&10@50&10&10&
Lufkin's:
Steel.....55&
Lumber.....50&10&
Miscellaneous, Stanley's.....60& &
Starrett's Rules and Straight Edges, Steel.....35&10&

Sad Irons—

Chinese Laundry.....₱ ₱ 4@4½c
Chinese Sad.....3¾@3¾c
Crown, Polished.....₱ doz $6.00
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ₱ 2½@2¾c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.50
No. E 50, nickel plated, size 1, 2 or 3 without handles, ₱ doz. $4 00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.00
No E 55 plain polished, size 1, 2 or 3 without handles, ₱ doz. $5.50
No E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₱ doz.....$7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₱ doz. $4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₱ doz $9.80
No. E 60, nickel-plated, size 4, without handles, ₱ doz.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₱ doz. $4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles.....$5.80
The "Best" Handles, with Forged Iron Stretchers, ₱ doz.....$2.50
Self-heating.....₱ dos $10.00, 20&
Self-heating, Tailors' ₱ doz $22.50, 25&
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ₱ 3@3¼c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60&

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60&
Garnet Paper.....30@30&5&
Sand and Emery Paper.50&10@60&

Sash Chain—

Giant.....40&
Monarch.....50&
Red Metal.....40&10&10&
Steel.....40&10&10&

Sash Cord—

Cable Laid Italian Sash.....₱ ₱ 16c
Cable Laid Russia.....₱ ₱ 13½c@14c
Common India.....₱ ₱ 8¼c@ 9c
Common Russia Sash.₱ ₱ 12½c@13c
Patent India.....₱ ₱ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ₱ 30c
"Samson" Braided Drab, Cotton.....₱ ₱ 35c
"Samson" Braided Italian Hemp.....₱ ₱ 33c
"Samson" Braided Linen, ₱ ₱ 56c
Silver Lake:
A Quality, Drab.....₱ ₱ 40c. 15@15&7½&
A Quality, White.....₱ ₱ 3.c. 15@15&7½&
B Quality, Drab, ₱ ₱ 35c..... 15@15&7½&
B Quality, White ₱ ₱ 30c..... 15@15&7½&
White Cotton Braided, ₱ ₱ 31c@33c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0&
Sash Lifts Flush..... 0&
Sash Lifts With Lock.....60&10&10&
Sash Rollers.....70&
Shutter Bars.....60&10@70&
Shutter Sheaves.....60&
Window Screen Sash Lifts.....66⅔&5

Sash Locks—

Champion Safety.....70&10&5&
Davis, Bronze, Barnes Mfg. Co...60&
Elting's Ventilating.....40@50&
Fitch's.....70&10&
Gale's Automatic, List, Nov., '97.65&
Ives' Patent.....66⅔&5
Payson's Perfect.....70&
Reading.....60&10&10@70&

Sash Weights—

Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20&
Enterprise Mfg. Co.....25&
National Specialty Mfg. Co.....25&

Saws—

Atkin's:
Band.....50@50&10&
Butcher, Pruning and Compass.....40&10&
Circular.....50@50&10&
Cross Cut.....40&
Gang.....50@50&10&
Hand, Panel and Rip.....40&10&
Wood.....40&10&
Disston's:
Circular.....50@50&10&
Cross Cuts.....45&
Gang.....50@50&10&
Panel, Hand & Rip.....35&
Haines' Needle Point.....40&
C. E. Jennings & Co.'s:
Butcher.....30&
Hand Panel, Rip and other Saws 35&
Peace:
Cross Cuts.....45&10&
Hand Panel and Rip.....25&10&
Richardson:
Circular and Mill.....50@50&10&
X Cuts.....45&10&
Hand-saws.....25&10&
Star, Butcher.....35&
Woodrough & McParlin Cross Cuts.....45&10&

HACK SAWS AND FRAMES—
Chatillon.....30&
Grimm's:
Complete.....40&10&
Saw Blades.....40&10@50&
Star, Saws and Blades.....35&

Saw Frames—

C. E. Jennings & Co.....30&
Red, Polished and Varnished...₱ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₱ doz.....$6.00
Excelsior Saw Tools ₱ dos....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5&
Hammer, New Pat.....45&
Plate.....30&
Spring Hammer.....30&5&
Disston's Star.....25@25&10&
Hart's Pat. Lever.....20&
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....35⅓&5
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&5&
Cross-cuts Nos. 3 and 4, $23.00; No. 5, $31.00.....40&5&
Richardson's.....35&
Seymour Smith & Son, Hammer, ₱ dos.....$4.75
Stillman's ₱ dos.....$1.00
Taintors Positive...$13.00 ₱ dos. 60&

Scales—

Chatillon's:
Eureka.....35&
Favorite.....40&
Grocers' Trip Scales.....50&
Family, Turnbull's.....30@30&10&
Hatch:
Counter, No. 171, ₱ dos. $17.00@ $18.00
Tea, No. 161.....₱ dos. $5.75@$6.00
Union Platform Plain....$3.00@$3.10
Striped.....$2.15@$2.25

Scale Beams—

Chatillon's No. 1.....40&
Chatillon's No. 2...50&10@50&10&5&
Scale Beams, List Jan. 12, '98.50&10&

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $4.00.....40&10&
Box, 1 Handle.....₱ doz.. $2.00
Box, 2 Handle....₱ doz.. $3.00@$4.00
Foot.....55&5@50&5&
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10&

Screens—

DOORS—
Phillips:
Empire Fancy.....50&
Fancy Pine.....40&
Painted.....60@60&5&
Stained.....60&5&
Standard Oil.....50&10&

WINDOW—
Phillips:
Bonanza Screens.....60&10&
Flyer.....60&10&
Perfection Screens.....60&10&
Window Screen Frames....60&10&
Stearns':
Frames and Corners....25@25&10&
Gem Window Screen Frames, 25&10&
Monarch Adjustable Window Screens.....50&

Screw Drivers—

Brace Screw-Drivers.....35&10&5&
Buck Bros.....30&
Screw-Drivers Bits.....27½&5
Champion.....40&10&
Disston's.....5@5&10
Pat. Excelsior.....5 &5&
Ellrich's Socket and Ratchet.40&10&
Fray's Hol. Hdle. Sets, No. 2, $12.50
Howard-Allard.....60&10&10&
C. E. Jennings & Co.....40&10&
Jennings & Griffin.....65&10&

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Sargent & Co.'s:
No. 1 Forg. Blade..50&10@50&10&5%
Nos. 20 and 40 ..... 50@50&10%
Screw-Driver Bits....₱ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles. 70&10%
No. 66..... 75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion 82½%
"Handy" Ratchet.....35%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....87½&10%
Brass, Round Head.....85%
Bronze, Flat Head.....85&10%
Bronze, Round Head.....85%
Copper, Flat Head.....65%
Copper, Round Head.....60%
Dowel Screws.....85%
Drive Screws, Rogers'.....90%
Iron, Bright Flat Head.....87½&10%
Iron, Br't Rd & Oval Head.....85%
Iron, Forged Flat Head.....87½&10%
Nickel Plated, Flat Head.....80%
Nickel Plated, Round Head....77½%
Phosphor Bronze, Flat Head.....60%
Phosphor Bronze, Round Head..55%
Side Knob Screws.....85%
Silver Plated, Flat Head.....60%
Silver Plated, Round Head.....60%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach, List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 20, 1896. 60&10&5@35%

BENCH, HAND, ETC.—

Bench, Iron, ₱ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₱ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.50.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise..... .....25%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₱ Set.....$2.25
Surrey, No. 9, ₱ Set..... $2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....50&10%
Ætna, Steel Nickeled.....70&30%
Barnard's Lamp Trim'rs, ₱ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...30@30&10
Heinisch's:
St. Trimmers, etc. 60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks Shears.
Seymour's List, Dec., 1891. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1892.50&10@50&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 31, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....60@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&10&5%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw Cutters—

Enterprise.....35%
Enterprise Mfg. Co.....35%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $20.00@$27.00
Krant Cutters.....50@40&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....35%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes..... ...70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....60&10&5%
Empire.....0&5%
National.....10&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier..... } 45&2%
Loop Eye..... } @50%
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel.....
Covert Saddlery Works:
Banner..... .....60&30%
Triumph.....60&30%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron..... ₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....30%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33½%
Wood.....₱ doz. 35&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33½&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&35%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son... Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....30%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
28% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₱ lb..... .....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33½&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....35@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued....90&10@90&20%
America, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....6 &10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails.....60%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....90&20%
S. S.....90&2%
Hungarian Nails, Steel.....80&20%
Lace Tacks .....
S.S.....90&20%
Locking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S S.....90&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $2.00
Bonnie Blue.....₱ box $1.50
Can Opener Carpet Tacks, ₱ gr $4.00
Dble. Point.90&10&10&10&10&10&10%
Hammer Carpet Tacks...₱ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net.....$1
" " 2, " " ...1.50
Little Jack.....₱ doz. $1.00

Tapes, Measuring—

American .....40&10@50%
Chestermans.....25&2 2&5%
Keuffel & Esser Co, New list, 1898: Steel and Metallic.. .....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10 &10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Plated, list Jan. 20, 1897.....70&10@70&10&5%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....20@25%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb. Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.65
D. H. Fork, Steel Regular, each .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₱ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$2.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₱ doz.$1.75
Floor Hooks, ¾ in. ₱ doz. .65
Floor Pulley, Wood Sheave, Fig. 436, ₱ doz. $3.00
Hanging Hooks for Double Steel Track, ₱ doz..... ... .60
Hanging Hooks for Single Steel Track, ₱ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .45
Hanging Hooks for Wood Track, 14 in, ₱ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 330 and 331 ₱ doz.$3.00
Malleable Rafter Brackets, ₱ doz ..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$3.7

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Reed Wood Frame Pulley with Hook, Fig. 434, ₱ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track..... $2.25
Rope Hitch ₱ doz..... $1.75
Single rail Car, Single Steel T. $3.50
Single rail Steel Track with clamps, ₱ ft..... .09
Sprouts Shear Fork, each.... $1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz..... $1.50
Sure Grip Sling Car., Steel or Wood Track..... $6.00
Walker Fork, each..... $1.15
Wrought Rafter Brackets, ₱ doz..... .45

Transom Lifters—

Ajax..... 50&10@50&10&5%
Bronze Metal, with Safety Spg. 5 @ 0&10%
Crescent ..... 7 @7 &10%
Dicksons..... 60%
Nickel Plated..... 50&10%
Payson's Solid Grip, Nos. 3 3 and 304..... ₱ 100, $12.00
Shaw's:
Copper Finished..... 80&10%
Lever..... 70@70&10%

Traps—

GAME—

Blake's Patent..... 60@60&10%
Enterprise Mole..... 15%
Newhouse ..... 5 @50&10%
Oneida Pattern..... 75&5@75&10%

MOUSE AND RAT—

Erie Rat..... 40@40&10%
Hotchkiss:
Metallic Mouse,..... ₱ doz. 65c
Improved Rat..... ₱ gross, $12.50
New Rat..... ₱ gross, $12.50
Mouse, Bonanza.... ₱ doz 90c@$1.00
Mouse, Catch-'em-alive ₱ doz $3.50, 15%
Mouse, Delusion..... 40%
Mouse, Ideal..... ₱ gr $9.00
Mouse, Round Wire. ₱ doz $1.50, 10%
Mouse, Wood, Choker, ₱ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₱ gro., $18.50; No. 2 ₱ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₱ doz.... $15.00
Yankee Mouse Trap, ₱ doz.. $5.50
Yankee Rat Trap, ₱ doz..... $11.00
John M. Mast:
Snap Shot, 2-Hole.... ₱ gro., $4.00
Snap Shot, 4-Hole.... ₱ gro., $7.00

FLY-

Balloon, ₱ doz $1.25..... ₱ gr. $13.50
Electric Rod..... ₱ gr. $16.50
Globe..... ₱ doz., $1.25; ₱ gr. $13.50
Harper.... ₱ doz., $1.75; ₱ gr. $16.50

Trowels—

Brade's Brick..... 30%
Disston's:
Brick..... 35@35&10%
Plastering..... 35@35&10%
Pointing..... 30%
C. E. Jennings & Co.:
Brick..... 30%
Plastering..... 30%
Pointing..... 30%
Wm. Johnson's:
Brick..... 40%
Plastering..... 40%
Pointing..... 40%
W. & McP. Plastering.... 35@35&10%
Peace's Plastering..... 35@35&5%
Richardson..... 35@35&10%
"Rose" Brick Plastering and Moulders..... 30@30& 10%
Sargent's Garden, No. 1..... 70%
Sargent's Garden, No. 15..... 50%

Vegetable Slicers—

Enterprise Mfg. Co..... 25%

Ventilators—

CHIMNEY—

Pancoast's Double Deflector. 70&10%

WINDOW—

Pancoast's "Common Sense," ₱ doz. $9.00

Vises—

Solid Box..... 60&10@60&10&10%

PARALLEL—

Armstrong's:
Combination..... 50%
Plain and Hinge..... 60%
Athol, Oval Slide..... 60&10%
Bonney's Champion..... 50@5 &5%
Fisher & Norris Double Screw..... 15&10%
Holland's..... 40@40&10%
Howard's..... 40&10%
Little Giant Bench..... 35&10&5%
Lowell Hand 33⅓%
Millers Falls, Mechanics'...net@10%
Moore's..... 30%
Parker's..... 30@25%
Oval Slide.. ..... 50&10%
Victor..... 30%
Prentiss..... 30@25%
Sargents..... 70&10%
Simpson's Adjustable..... 40%
Stephens'..... 25@30%
Trenton..... 40&5@40&5&10%

SAW FILERS—

Bonney's Nos. 2 & 3 $15.00.....50&10%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33 ..... 33⅓%
Wentworth's..... 40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₱ doz., $30.00..... 60&20%
Daisy, ₱ doz., $12.00..... 60&20%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's..... 20&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₱ doz. $5.00
Axtell, Lacquered, 48 in. ₱ doz. $7.00
Axtell, Pol. Brass, 36 in. ₱ doz. $12.00
Axtell, Pol. Brass, 48 in. ₱ doz. $15.00

Weed Diggers—

"Pastime"..... ₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co..... 40%
Clayton's..... 25&10%

Window Mirrors—

Bayer & Co.'s..... ₱ doz. $24.00 net

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection"..... 50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire..... 40%
Bright Wire Goods, Standard list 90&1 @90&20%
Cast Steel Wire..... 50%
Copper Wire..... 40%
Malin's Annealed and Tinned on Spools..... 60&10%
Malin's Brass and Copper on Spools..... 50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18.. 80&10@ 80&10&10%
Cop'd, Nos. 0 to 18..... 80&10%
Galv., Nos. 0 to 18..... 60&10%
Tin'd, Tinned list Nos. 0 to 18.. 75&10%
Picture Wire.....New list 35&10%
Steel Music Wire, Nos. 13 to 80, Imported, ₱ ₤..... 60@70c
Stub's Steel Wire..... $6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.. .80&20%
Painted Screen Cloth good quality ₱ 100 sq. ft..$1.00@$1.10

Wire Rope—

List.
Cast-steel..... 2½&2½&2½ cash
Iron..... 30&2½&2½ cash
Iron, Galvanized..20&2½&2½ cash

Wire Rope Clips—

Crosby..... 25%

Wire Stretchers—

W. C. Heller's Grip..... ₱ doz. $1.50

Wrenches—

Agricultural..... 80@80&10%
Aiken's Pocket (Bright).. $3 00@3.20
Alligator..... 70%
Armstrong's..... 40%
Baxter's..... 65&10@70%
Bemis & Call's:
Brigg's Pattern..... 60&10%
No. 2 Cylinder or Gas Pipe..... 55%
No. 3 Pipe, Bright..... 60%
Patent Combination Black. 40&10%
Patent Combination Bright. 40&5%
Boardman's..... 30@33⅓%
Cincinnati Tool Co:
Bit..... 15@15&10%
Standard Brace..... 15@15&10%
Coes':
Genuine..... 40&10&5&5&5%
"Mechanics'."..... 40&10&10 &5&5&5%
Donohue's Engineer..... 40&10%
Eagle Pipe..... 50&10%
Stillson Pipe..... 45%
Taylor Pipe and Nut..... 40%
Trimo Combination..... 40%
Trimo Pipe..... 50&10%
Wakefield Pipe and Nut..... ...40%
Whitman & Barnes:
Acme ..... 60@70&5%
Ali teel Pipe ..... 50&10@ 0%
Al ay- Ready..... 45@40&10
Bull Dog. ..... 60&10%
Diam nd ycle..... ₱ doz $3.00
Dr p Forged Engineers.35@40&10%
Hercules ..... 70&10 @75%
Improved Knife Handle Pipe 6 @6 &5%
Machinists' Knife Handle.5 & 10 @ & & ¼ &
Regular..... 80&5@ 0&10&5%
J. H. Williams..... 25%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 25
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894...25
National Wringer & Mfg. Co., list Jan. 1, 1895 25
Peerless Mfg. Co., list Feb., 1898...25
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels.. ₱ gallon..... 38c
Linseed, City, Boiled, in barrels ₱ gallon..... 40c
Out of Town on Spot.. ₱ gal..... 38c
Calcutta, Raw, in bbls.... ₱ gal. 54c
Lard, Prime City..... ₱ gal. 42@43c
Extra, No. 1..... 37@39c
No. 1..... 27@29c

Paints and Colors—

Barytes, Foreign, ₱ ton, $18.00@$22.50
Barytes, American Floated, ₱ ton $18 00@$20.00
Barytes, Crude ₱ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₱ ₤..... 4½@5c
White Lead, American, in Oil, in lots of less than 500 pounds, ₱ ₤ net..... 6¼c
In lots of 500 pounds and over, ₱ ₤..... 5¾c
White Lead, Foreign, in Oil, ₱ ₤ 8@8¼c
Litharge, Kegs, ₱ ₤..... 5½@5¾c
Zinc, American, Dry, ₱ ₤.... 4@4½c

Putty—

In bbls. and half bbls..... 1¾@1¾
Putty in Bladders..... 1¾@2
Putty in Tins..... 2 @2¾

Spirits Turpentine—

In regular bbls..... 29@——c
In machine bbls..... 30@——c

Dry Colors—

Blue, Chinese..... ₱ ₤ 30 @35
Blue, Prussian..... ₱ ₤ 30 @35
Blue, Ultramarine.. ₱ ₤ 6 @35
Sienna, Italian, burnt & powdered ₱ ₤ 4½@10 c
Sienna, Italian, raw & powdered... ₱ ₤ 3 @4½c
Umber, Turkey, burnt..... ₱ ₤ 2½@3½c
Umber, Turkey, raw..... ₱ ₤ 2½@3 c
Green, Chrome, Ordinary..... ₱ ₤ 4 @12 c
Green, Paris, in bulk, ₱ ₤ 13½@15½c
Indian Red, American..... ₱ ₤ 2½@ 3 c
Indian Red, English..... ₱ ₤ 4½@8½

Colors in Oil—

Black Coach Japan ₱ ₤..15½@20
Black Coach Japan, in Oil..... ₱ ₤ 12 @12 c
Black Drop..... ₱ ₤ 7 @10 c
Black Lampblack, Best..... ₱ ₤ 13 @15 c
Black Lampblack, common..... ₱ ₤ 7 @10 c
Blue, Chinese..... ₱ ₤ 35 @40 c
Blue, Prussian..... ₱ ₤ 25 @25 c
Blue, Ultramarine.. ₱ ₤ 16 @21 c
Sienna, bur't..... ₱ ₤ 8 @12 c
Sienna, raw..... ₱ ₤ 7 @10 c
Umber, burnt..... ₱ ₤ 7 @10 c
Umber raw..... ₱ ₤ 6 @10 c
Brown, Vandyke.... ₱ ₤ 7 @12 c

ALASKA SOLDERING IRON HANDLE



. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,
ALBANY, N. Y.

FITS ANY IRON.
Want to see one? Send us 25c. We will mail you one.

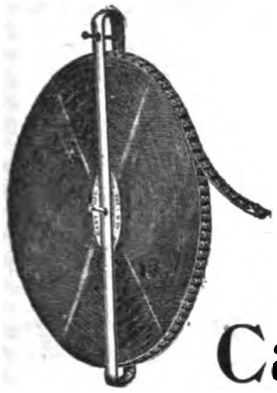
"TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell, Baltimore, Md.: HARDWARE is too valuable to be without.

"GREAT VALUE AS AN ADVERTISING MEDIUM."

Buck Bros., Millbury, Mass. [*Tools*]: We appreciate the great value of your paper as an advertising medium.

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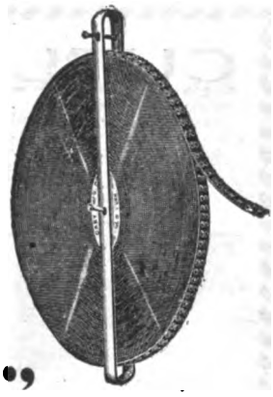
NOTICE TO THE TRADE.

JUDGE LACOMBE

Rendered a Judgment, July 2, 1898

In favor of the

Cary Manufacturing Co.,



sustaining their Letters Patent #403,247, and declaring that the goods in question made by Hugh DeHaven are a direct infringement of the CARY COMPANY'S patent, which relates to

REELS OF BOX STRAPPING

such as has been made by the DeHaven Manufacturing Co., and sold under the name of "Trojan" Box Strap, since August, 1893, immediately after which our suit was commenced.

This is the THIRD Judgment we have obtained against Hugh DeHaven in suits relating to infringements of patents. In every suit so far decided we have obtained a judgment against them. This should be ample evidence to the trade that we are seeking only to maintain our rights, and protect ourselves against parties offering infringing goods, which are very much lighter in weight and inferior in quality to our UNIVERSAL BOX STRAPPING, so generally known in this country and abroad.

Respectfully,

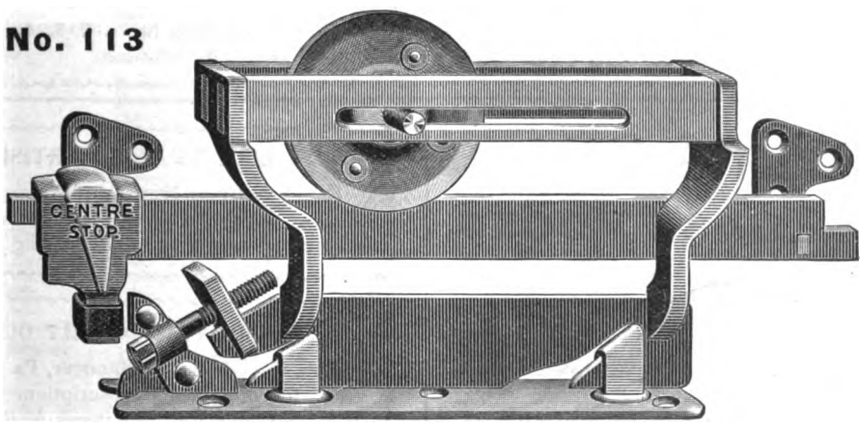
CARY MANUFACTURING CO.

S. C. Cary Pres't.

DOOR HANGERS

Manufactured by **WILCOX MFG. CO.**

No. 113



With all the improvements. We lead, the others follow.

SELLING AGENTS,

John H. Graham & Co.,

118 Chambers Street.

NEW YORK, N. Y.

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CUTLERY. CUTLERY.

Our special aim has been for years to make a little better goods, (stronger and more durable), than any one else for the same money. And we are well satisfied with the results. . . . . Before placing your fall order for butcher knives, carvers and table knives, send for our catalogue and prices. There are no goods on the market better in quality, finish or reputation, and our prices are right.

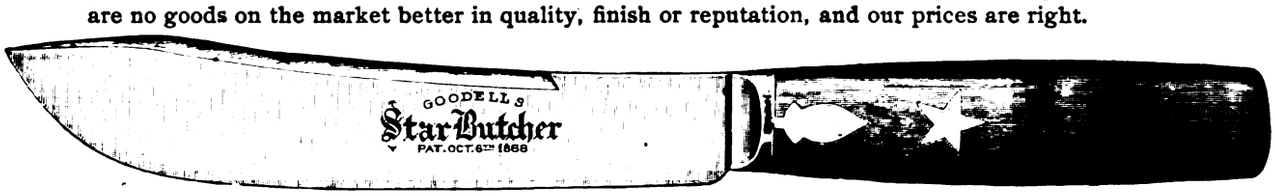


Table Knives and Forks, Carvers, Table and Butcher Steels, Butcher Knives, Boning Knives, Skinning Knives, Sticking Knives, Hunting Knives, Cheese Knives, Butter Spades, Bread Knives, Slicers, Scraping Knives, Cigar Knives, Kitchen Knives, Shoe Knives, Can Openers, &c. . . . . .

NEW YORK OFFICE, 10 WARREN STREET.

GOODELL COMPANY, - ANTRIM, N. H.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

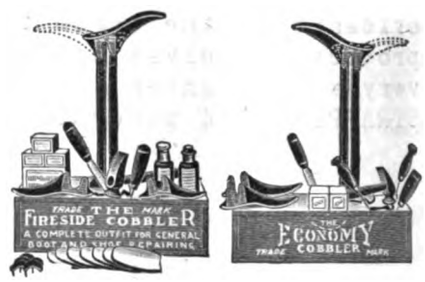
We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE:
90 Chambers St.

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.
Every Family Wants One.
Write for Prices.

The ROOT BROS. CO., Plymouth, O.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND
AXES, ADZES AND HATCHETS
Manufactured from highest grades of materials under the favorite and well-known brands of
"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."
Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohoes, N. Y., U. S. A.
Send for New Catalogue. Mention HARDWARE.



G. W. BRADLEY'S SONS,

BUSH HOOKS.

Axe Eye.
Axe Eye Strapped.
2 Ring.
1 Ring with cutter.
New Orleans.



New Orleans Pattern.

ORDERS FILLED PROMPTLY.

UNDERHILL, CLINCH & CO.,

SOLE AGENTS, 94 Chambers St., NEW YORK.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

"CANNOT FAIL TO HELP OUR BUSINESS."

J. C. Tanger & Co., Hanover, Pa.: Please find $1 enlosed for one year's subscription. After examining a specimen copy, we think it one of the best, and that it cannot fail to help us in our business.

"FOR MEN NOW ON EARTH."

R. H. Bussler, Williamsport, Pa.: As per your last issue, I find your paper is published for "men now on earth." I am here, and as long as I stay I want HARDWARE, and I am going to stay as long as I can. I enclose $1 for this year, and hereafter you can collect until the inevitable comes.

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HARDWARE BUYERS' DIRECTORY.

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F. E. Kohler & Co., Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Anti-Rattler.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils.
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Architectural Iron Works.
Berlin Iron Bridge Co., East Berlin, Conn.

Arms and Ammunition.
E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Iver Johnsons Arms & Cycle Works, Fitchburg, Mass.
Laflin & Rand Powder Co., New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Metallic Cartridge Co., Bridgeport Conn.
Waterbury Brass Co., New York.

Art Hardware.
Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Augers.
Snell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Axes.
Fred W. Peck, Cohoes, N. Y.

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Bruce & Cook, New York
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Barb Wire.
Fuller Bros. & Co., New York.

Basin Plugs.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.
Magnolia Metal Co., New York.

Bells.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
New Departure Bell Co., Bristol, Conn.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
See Rubber Belting.

Bench Stops.
Charles Morrill, New York.

Bicycle Stands.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

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Aluminum Sign & Novelty Co., Columbus, Ohio
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Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Chas J Stebbins, New York.
Twentieth Century Mfg. Co., New York.

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Bicycle Step Ladder Co. Chicago.

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Stanley Works, New Britain, Ct.

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Alfred Field & Co., New York.
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Sargent & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.
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See Tackle Blocks.

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Merchant & Co., Philadelphia, New York, Brooklyn Chicago.
Franklin S. Miles, Philadelphia.

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Quincy Hdwe. Mfg. Co., Quincy, Ill.

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C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.

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Atlas Mfg. Co., New Haven, Conn.
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Stanley Works, New Britain, Ct.

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Waterbury Brass Co., New York

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Harrington & King Perforating Co., Chicago.

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Divine Bros., Utica, N. Y.

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Parry Mfg. Co., Indianapolis, Ind.

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Yale & Towne Mfg. Co., Stamford, Conn, and New York.

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Bemont Mfg. Co., South Glastonbury, Conn.

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Silver Mfg. Co., Salem, Ohio.

Butts.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.

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Alfred Field & Co., New York.
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Charles Morrill, New York.

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Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

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Silver Mfg. Co., Salem, Ohio.

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National Cement & Rubber Co., Toledo, Ohio.

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Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

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Yale & Towne Mfg. Co., Stamford Conn., and New York.

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Chisholm & Moore Mfg. Co. Cleveland, Ohio.

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Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H.

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Snell Mfg. Co., Fiskdale, Mass.
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Harrington & King Perforating Co., Chicago.

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John Chatillon & Sons, New York
Goodell Company, Antrim, N. H.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago, Ill.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

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Smith & Egge Mfg. Co. Bridgeport, Conn.

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Edward Darby & Sons, Phila., Pa.
Harrington & King Perforating Co., Chicago.

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Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
O. T. Williamson Wire Novelty Co., Newark, N. J.

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Bruce & Cook, New York.

Copper, Perforated.
Harrington & King Perforating Co., Chicago.

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Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
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Snell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

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Berlin Iron Bridge Co., East Berlin, Conn.

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Detroit Twist Drill Co., Detroit, Mich.
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Kearney & Foot Co., New York.
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Standard Tool Co., Cleveland, O.
J. T. Slocomb & Co., Providence, R. I.

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Sedgwick Machine Works, Poughkeepsie, N. Y.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Dust Beaters.
Planet Mfg. Co., Springfield, Mass.

Dynamos.
W. H. Elliott Electric Co., Cleveland, Ohio.

Electric Hoists.
Chisholm & Moore Mfg. Co., Cleveland, Ohio.

Electric Bells and Supplies.
W. H. Elliott Electric Co., Cleveland, Ohio.
John H. Graham & Co., New York.

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Sedgwick Machine Works, Poughkeepsie, N. Y.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Elevator Screens and Guards.
Harrington & King Perforating Co., Chicago.

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Pelouse Scale & Mfg. Co., Chicago.

Export Agents.
John H. Graham & Co. New York

Eyelets.
Waterbury Brass Co., New York.

Farming Tools.
Belmont Mfg. Co., South Glastonbury, Conn.
Iowa Farming Tool Co., Fort Madison, Iowa
Sickels & Nutting Co. New York.
Underhill, Olinch & Co., New York.

Faucets.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
National Specialty Mfg. Co., Philadelphia, Pa.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.
E. T. Barnum, Detroit, Mich.

Files.
Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Nicholson File Co., Providence, R. I.
Sickels & Nutting Co., New York.

Filters.
J. H. Seed, New York.

Fire Escapes.
E. T. Barnum, Detroit, Mich.

Fire Pots.
Merchant & Co, Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.
See Plated Ware.

Flower Pot Stands.
E. T. Barnum, Detroit, Mich.

Fodder Cutters.
Silver Mfg. Co., Salem, O.

Foundry Riddles.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.
Reading Hardware Co., Reading Pa.

Fronts for Buildings, Iron.
Berlin Iron Bridge Co., East Berlin, Conn.

Fruit Pickers.
Edward Darby & Sons, Philadelphia.

Fruit Presses.
Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Garden Tools.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Olinch & Co., New York.

Gaskets.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.
Troy Nickel Works, Albany, N.Y.

Gate, Latch and Hinge.
Yale & Towne Mfg. Co, Stamford, Conn., and New York.

Gauge, Butt.
Stanley Rule & Level Co., New Britain, Conn.

Gears.
T. F. Welch & Co., Boston.

Generators.
W. H. Elliott Electric Co., Cleveland, Ohio.

Glass Cutters.
W. L. Barrett, Bristol, Conn.

Glue.
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.
Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.
Edgar Mfg. Co., Reading, Mass.

Grindstones.
Cleveland Stone Co., Cleveland.

Gummers.
E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.
E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.
Bartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.
Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.
Berger Bros. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New Britain, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N.Y.
Ulrich Mfg. Co., Rock Falls, Ill.

Handles.
Berger Bros. Co., Philadelphia.
P. J Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.
Berger Bros. Co., Philadelphia.
Ney Mfg. Co., Canton, Ohio.

Hangers, Coat and Hat.
Cronk Hanger Co., Elmira, N Y

Hangers, Door.
Chisholm & Moore Mfg. Co., Cleveland, Ohio.
Cronk Hanger Co., Elmira, N. Y.
Darling, Brown & Sharpe, Providence, R. I.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.
Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
William H. Littell, New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Olinch & Co., New York.

Hardware Specialties.
Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Boss Ink Stand Co., Boston, Mass.
Bruce & Cook, New York.
F. S. Burrows, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia
National Specialty Mfg. Co., Philadelphia.
Charles Morrill, New York.
Pelouse Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Surplees, Dunn & Co., New York.
Ulrich Mfg. Co., Rock Falls, Ill.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.

Hasps.
P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hatchets.
Fred W. Peck, Cohoes, N. Y.

Hay Carriers.
F. E. Myers & Bro., Ashland, O.

Hay Forks.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Olinch & Co., N. Y.

Hay Racks.
E. T. Barnum, Detroit, Mich.

Heaters.
Edward Miller & Co., Meriden, Conn.
Novelty Mfg. Co, Jackson, Mich.
Plume & Atwood Mfg. Co, New York.

Hinges.
Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.
Chisholm & Moore Mfg. Co., Cleveland, Ohio.
Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa
Storm Mfg Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Auusable Horse Nail Co , New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
National Horse Nail Co., Vergennes, Vt.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co , New York.
Snell Mfg. Co , Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Ink Stands.

Boss Ink Stand Co., Boston, Mass.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Jail Work.

E. T. Barnum, Detroit, Mich.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Geo. H. Clowes Mfg. Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.
Twentieth Century Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Lawson Mfg. Co., Milwaukee and Chicago.
Pastime Lawn Mower Co., Detroit, Mich.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

E. T. Barnum, Detroit, Mich.
F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Millers Falls Co., New York.
Miner & Peck Mfg. Co., New Haven, Ct.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mica.

Eugene Munsell & Co., New York and Chicago.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E Kohler & Co., Canton, Ohio.
Pelouse Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers,

Alder & Boyd, New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Office Railings

E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

E. T. Barnum, Detroit, Mich.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.
I. Roife, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Goodell Bros. Co., Greenfield, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Alfred Field & Co., New York.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven Conn.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mf'g. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works, Albany, N.Y

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Police Equipments.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish.
John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.
E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.
Alder & Boyd, New York.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses.
E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.
Heber Wells, New York.

Planing Shears.
Wm. Schollhorn Co., New Haven, Conn.

Pulleys.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.
Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.
Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Snell Mfg. Co., Fiskdale, Mass.
E. S. Stiles Press Co., Watertown, N. Y.
Underhill, Clinch & Co., New York.

Radiators.
Wilmot Castle & Co., Rochester, N. Y.

Railings, Brass and Iron.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.
Magnolia Metal Co., New York.

Rails, Barn Door.
Chisholm & Moore Mfg. Co., Cleveland, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.
Enterprise Mfg. Co., Philadelphia.

Rakes.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Rat and Mouse Traps.
See Traps.

Refrigerator Door Fasteners.
P. J. Conroy & Co., Philadelphia.

Reels.
John Sommer's Son, Newark, N.J.

Registers.
Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.
Enterprise Mfg Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.
Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.
Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing and Roofers' Supplies.
Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Roof Trusses, Iron.
Berlin Iron Bridge Co., East Berlin, Conn.

Rubber Bolting.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.
Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Stephens & Co., Riverton, Conn.

Sad Irons.
Enterprise Mfg. Co., Philadelphia

Sand Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.
Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

Saws.
E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Sets.
E. C. Atkins & Co., Indianapolis Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind.

Scales.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.
James F. Martin, Frankford, Philadelphia
Underhill, Clinch & Co., New York.

Screens, Perforated Metal.
Harrington & King Perforating Co., Chicago.

Screen Plates, Punched.
Harrington & King Perforating Co., Chicago.

Screens, Wire.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.
A. J. Phillips Co., Fenton, Mich.
Sickels & Nutting Co., New York.

Screws.
Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.
Holroyd & Co., Waterford, N. Y.

Screw Drivers.
Billings & Spencer Co., Hartford, Conn.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.

Screw Plates.
Alfred Field & Co., New York.

Scythe Stones.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.
Samson Cordage Works, Boston.

Shears. Power.
E. S. Stiles Press Co., Watertown, N. Y.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Wm. Schollhorn Co., New Haven, Conn.

Sheaves.
Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.
Waterbury Brass Co., New York.

Sheet Steel.
Dunbar Bros., Bristol, Conn.

Shelf Boxes.
W. C. Heller & Co., Montclair, N. J.
Henry H. Sheip & Co., Philadelphia

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago.

Shovels.
Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Signs.
Aluminum Sign & Novelty Co., Columbus, Ohio.

Silver Ware.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport Conn.
Wm. Rogers Mfg. Co., Hartford and Norwich, Conn.; Taunton, Mass.

Sink Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.
John W. Sudlow, Brooklyn, N. Y.

Skates.
John H. Graham & Co., New York.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.
Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Snow Shovels.
Iowa Farming Tool Co., Fort Madison, Iowa.
A. J. Phillips Co., Fenton, Mich.
Underhill, Clinch & Co., New York

Spades.
Sickels & Nutting Co., New York,
Underhill, Clinch & Co., New York.

Spark Guards.
Edward Darby & Sons, Philadelphia.
Harrington & King Perforating Co., Chicago.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spelter.
Bruce & Cook, New York
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Miller & Van Winkle Co., Brooklyn, N. Y.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co. New York and Cleveland, Ohio.

Squares.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.
E. T. Barnum, Detroit, Mich.
Edward Darby & Sons, Philadelphia.

Stairs, Iron.
E. T. Barnum, Detroit, Mich.

Stair Nosings.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.
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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.....4
Adamson, A.....9
Aluminum Sign & Novelty Co....2
American Ring Co.....11
American Shearer Mfg. Co.....48
Ames Sword Co.....13
Arcade Mfg. Co.....2
Armstrong Mfg. Co.....14
Atkins (E. C.) & Co.....45
Atlas Bolt & Screw Co.....68
Atlas Mfg. Co.....1
Ausable Horse Nail Co.....3
Automatic Machine Co.....5

B

Baeder, Adamson & Co.....5
Barnes, Wallace.....33
Barnett (G. & H.) Co.....66
Barnum, E. T.....7
Barrett, W. L.....1
Belmont Mfg. Co.....15
Berger Bros Co.....14
Berger, L. D.....2
Berlin Iron Bridge Co.....17
Bicycle Step Ladder Co.....43
Billings & Spencer Co.....7
Bissell Carpet Sweeper Co.....41
Boardman (Luther) & Son.....7
Bommer Bros.....68
Boss Inkstand Co.....48
Boston & Lockport Block Co.....14
Brass Goods Mfg. Co.....50
Bridgeport Chain Co.....10
Bruce & Cook.....17
Bryan Mfg. Co.....4
Burr Mfg. Co.....2
Burr Mfg. Co.....48

C

Capewell Horse Nail Co.....68
Cary Mfg. Co.....59
Castle (Wilmot) & Co.....44
Chatillon (John) & Sons.....6
Chicago Flexible Shaft Co.....13
Chisholm & Moore Mfg. Co.....37
Cleveland Stone Co.....7
Cleveland Store Fixture Co.....37
Cleveland Twist Drill Co.....68
Clinton Wire Cloth Co.....67
Coates Clipper Mfg. Co.....10
Coburn Trolley Track Mfg. Co....4
Codling Mfg. Co.....41
Coes Wrench Co.....7
Coldwell Lawn Mower Co.....9
Conroy (P. J.) Co.....43
Cooney, Seiner & Co.....50
Covert Mfg. Co.....39
Cronk Hanger Co.....16
Cushman & Denison.....35

D

Darby (Edward) & Sons.....67
Dow Wire Works.....46
Dean Linseed Oil Co.....48
Diamond Hardware Co.....7
Disston (Henry) & Sons.....5
Divine Bros.....2
Dixon (Jos.) Crucible Co.....5
Dunbar Bros.....46
Du Pont (E. I.) de Nemours & Co. 3

E

Edgar Mfg. Co.....13
Elliott (W. H.) Electric Co.....5
Enterprise Mfg Co. of Pa.....8
Erie Specialty Co.....2
Estey Wire Works Co.....2
Excelsior Mfg. Co.....43

F

Ferracute Machine Co.....44
Field (Alfred) & Co.....43
Fitch (W & E. T.) Co.....1
Fuller Bros. & Co.....2

G

Gilbert & Bennett Mfg. Co.....67
Gillespie (Chas. H.) & Sons.....5
Goldberg, C. H. & E. S.....37
Goodell Bros. Co.....33
Goodell Co.....60
Goshen Sweeper Co.....35
Gould Packing Co.....67
Graham (John H.) & Co.....59

H

Hardwaremen's Exchange.....48
Hardware Publishing Co.....16
Harmon, S. H.....67
Harrington & King Perforating Co.....68
Harrington & Richardson Arms Co.....50
Hartley & Graham.....1
Heinisch's (R.) Sons Co.....60
Heller (W. C.) & Co.....14
Holmes & Edwards Silver Co.....50
Holroyd & Co.....7
Howard Iron Works.....13

I

Iowa Farming Tool Co.....46
Ives (H. B.) & Co.....66

J

Jennings (C. E.) & Co.....1
Johnson's (Iver) Arms & Cycle Works.....35

K

Kearney & Foot Co.....37
Keuffel & Esser Co.....9
Kilbourne & Jacobs Mfg. Co.....30
Kimball Bros.....14
Kohler (F. E.) & Co.....9

L

Lancaster Machine & Knife Works.....50
Lane Brothers Co.....2
Laflin & Rand Powder Co.....1
Laflin & Rand Powder Co.....31
Lawson Mfg. Co.....10
Leonhardt & Co.....34
Littell, William H.....39

M

Magnolia Metal Co.....1
Martin, James F.....46
Mast, John M.....17
McCarty (J. C.) & Co.....46
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S.....41
Miller (Edward) & Co.....41
Millers Falls Co.....34
Miller & Van Winkle.....1
Miner & Peck Mfg. Co.....68
Morrill, Charles.....13
Munsell (Eugene) & Co.....41
Myers (F. E.) & Bro.....17

N

National Saw Co.....10
National Specialty Mfg. Co.....15
National Cement & Rubber Mfg. Co.....48
National Horse Nail Co.....48
Nans & Co.....4
New Departure Bell Co.....41
N. J. Car Spring & Rubber Co.....1
New Jersey Wire Cloth Co.....65
Ney Mfg. Co.....15
Niagara Paper Mills.....2
Nicholson File Co.....3
Niles Mfg. Co.....2
North Bros. Mfg. Co.....15
Norton Door Check & Spring Co..37
Novelty Mfg. Co.....46
Novelty Mfg, Co.....47

P

Parry Mfg. Co.....15
Pastime Lawn Mower Co.....48
Peck (Fred. W.) & Co.....60
Pelouze Scale & Mfg. Co.....43
Pennsylvania Wire Works.....67
Philadelphia Commercial Museum.....43
Phillips (A. J.) Co.....45
Pike Mfg. Co.....39
Planet Mfg. Co.....39
Plume & Atwood Mfg. Co.....39
Pope Tube Co.....13
Prescott (J. L.) & Co.....1
Putnam Nail Co.....11

Q

Quincy Hardware Mfg. Co.....1

R

Reading Hardware Co.....10
Rodgers (Joseph) & Sons.....42
Rogers (Wm.) Mfg. Co.....43
Rolfe, I.....5
Root Bros. Co.....48
Root Bros. Co.....60
Russell & Erwin Mfg. Co.....47

S

Samson Cordage Works.....1
Sargent & Co.....39
Schollhorn (Wm.) Co.....43
Sedgwick Machine Works.....14
Seed, J. H.....4
Seed, J. H.....48
Sheip (Henry H.) & Co.....14
Sickels & Nutting Co.....4
Sickels, Preston & Nutting Co....4
Silver Mfg. Co.....9
Slocomb (J. T.) & Co.....13
Smith & Egge Mfg. Co.....13
Smith (Albanus L.) & Co.....34
Smith (W. G.) & Co.....39
Snell Mfg. Co.....50
Sommer's (John) Son.....48
Spatula Publishing Co.....59
Speidel, J. G.....14
Standard Tool Co.....1
Stanley Rule & Level Co.....35
Stanley Works.....1
Stebbins, Chas. J.....3
Stephens & Co.....48
Stevens (J.) Arms & Tool Co.....34
Stiles (E. S.) Press Co.....11
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....43
Sudlow, John W.....11
Surpless, Dunn & Co.....67
Sweeney (W. H.) Mfg. Co.....11

T

The Scranton & Co.....1
Toler (John) Sons & Co.....3
Tower & Lyon.....13
Townsend, C. C. & E. P.....48
Troy Nickel Works.....58
Tuck Mfg. Co.....67
Turner, Vaughn & Taylor Co.....10
Twentieth Century Mfg. Co.....44

U

Ulrich Mfg. Co.....1
Underhill, Clinch & Co.....9
Underhill, Clinch & Co.....60
Union Hardware Co.....13
Union Metallic Cartridge Co.....1

V

Van Wagoner & Williams Hdw. Co.....68
Voigt, Starr & Co.....44

W

Warner Elevator Mfg. Co.....14
Warren (J. D.) Mfg. Co.....37
Waterbury Brass Co.....4
Welch (T. F.) & Co.....67
Wells, Heber.....39
Williamson (C. T.) Wire Novelty Co.....3
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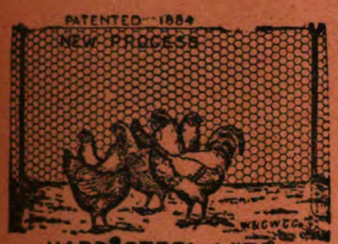
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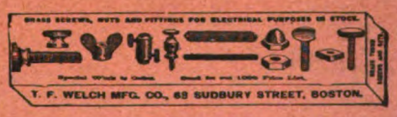
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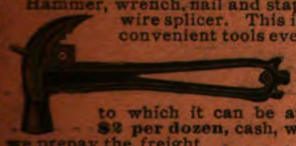
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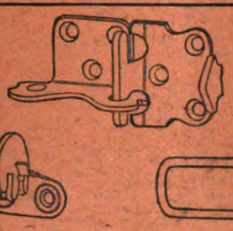
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Iron and Steel

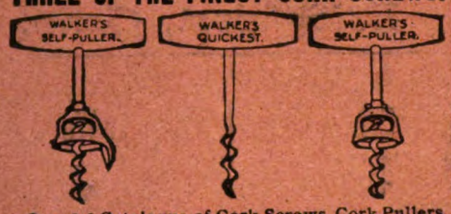
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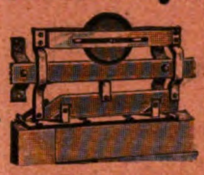
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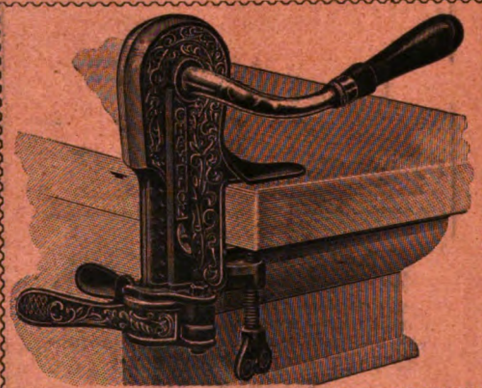
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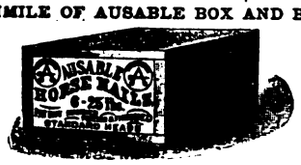
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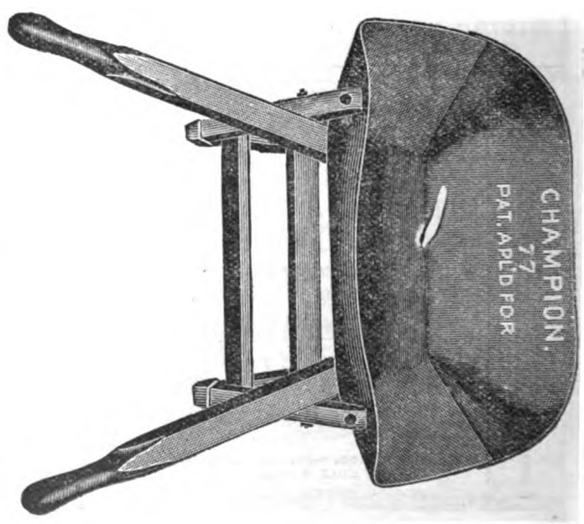
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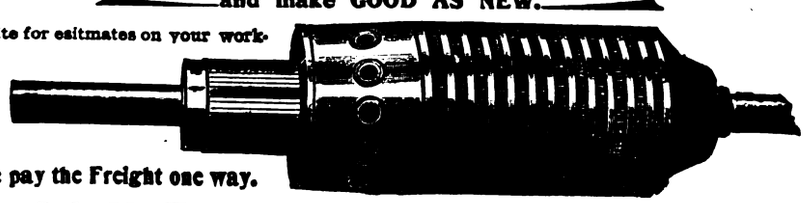
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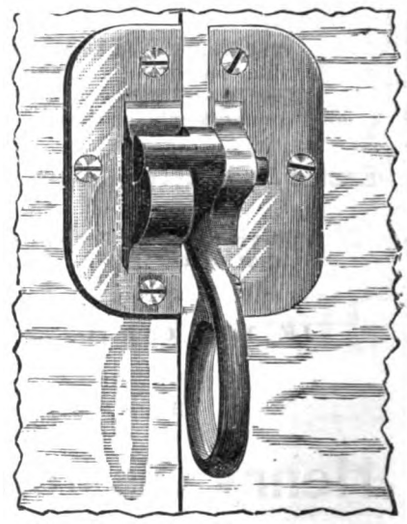
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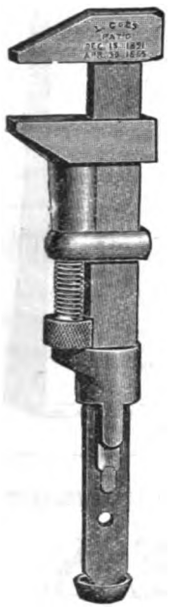
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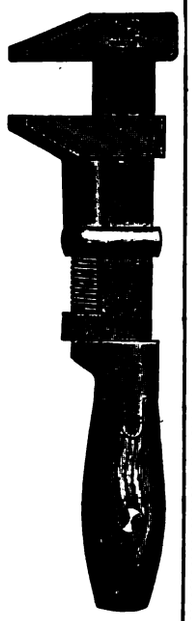
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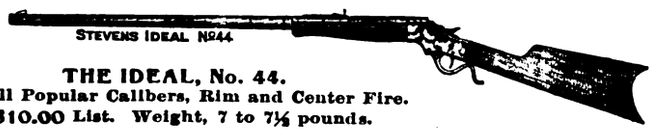
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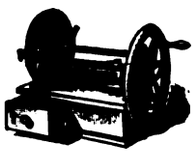
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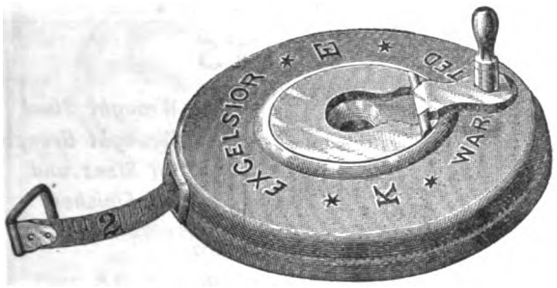
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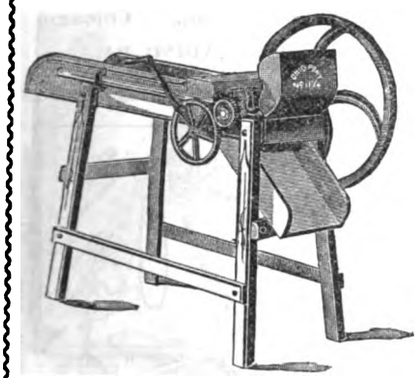
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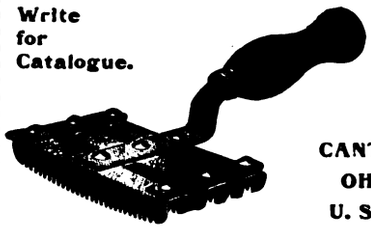
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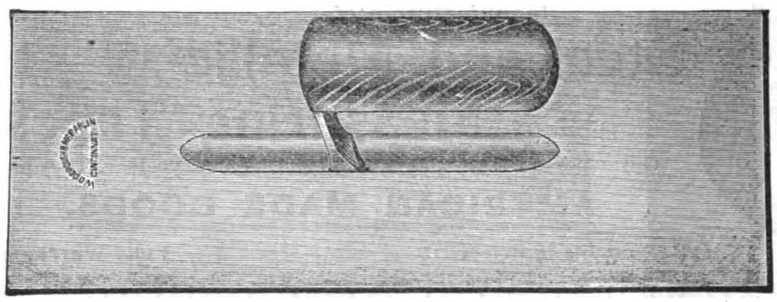


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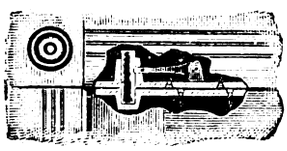
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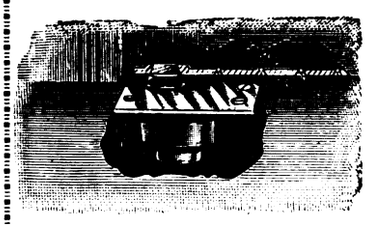
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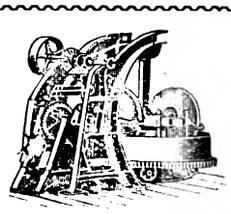
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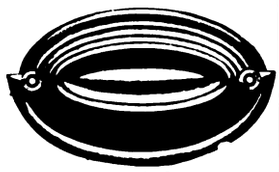
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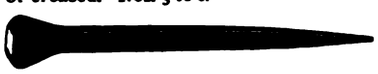


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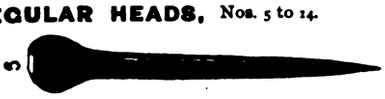
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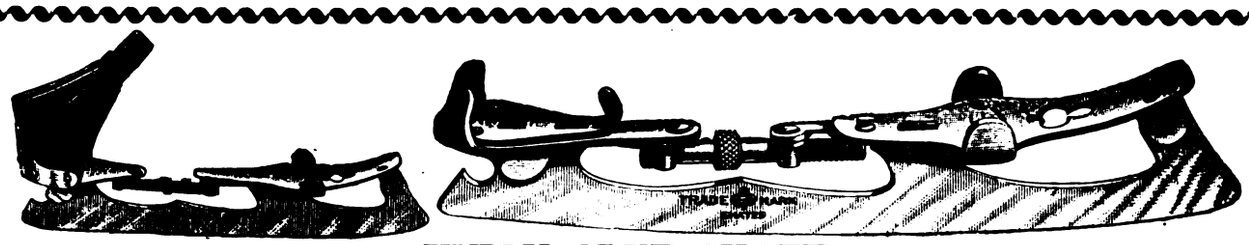
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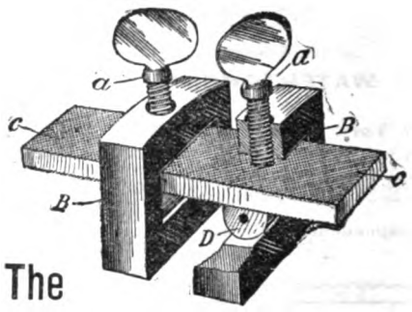


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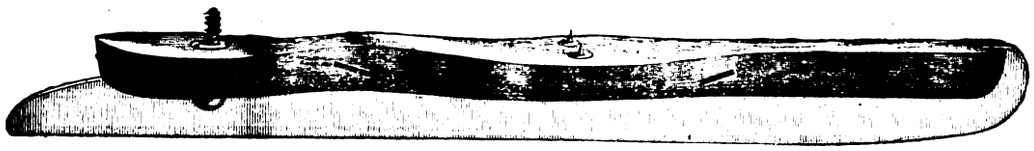




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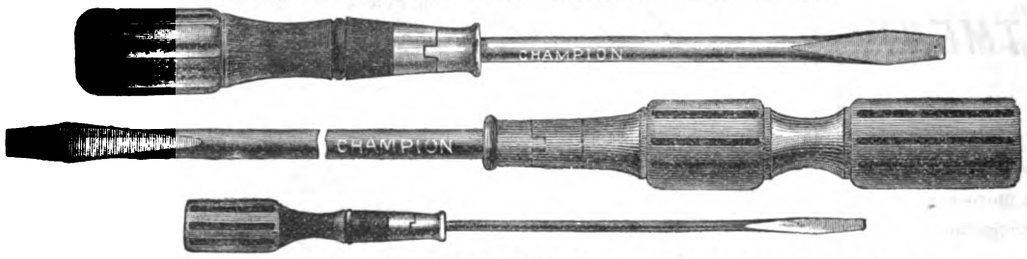
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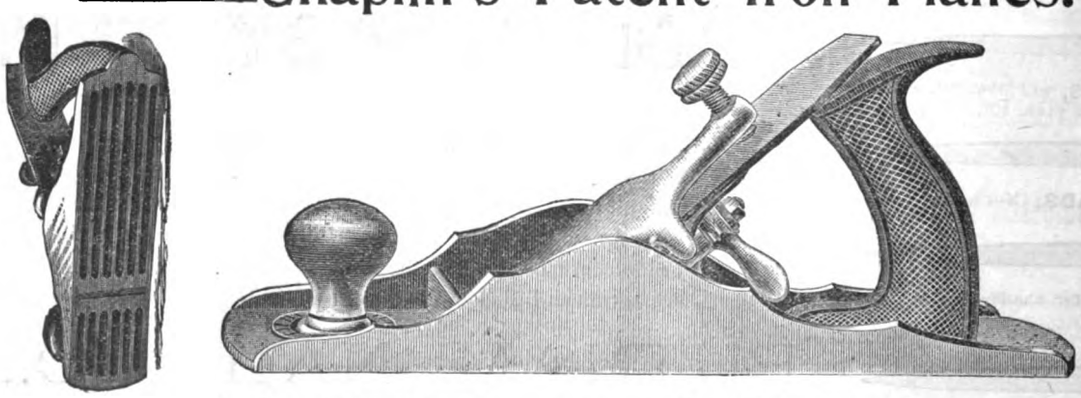
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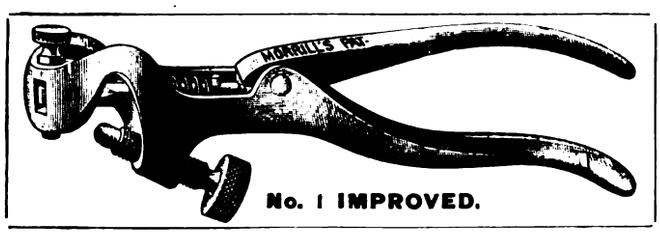
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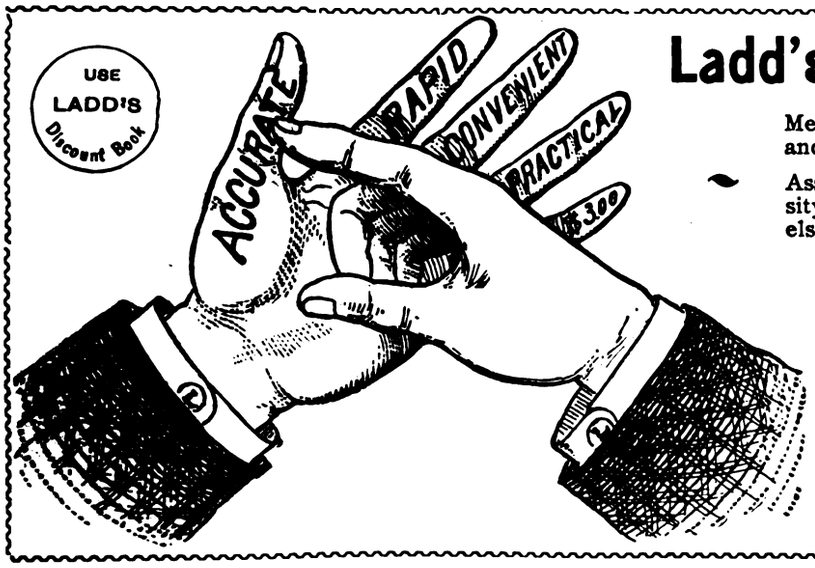
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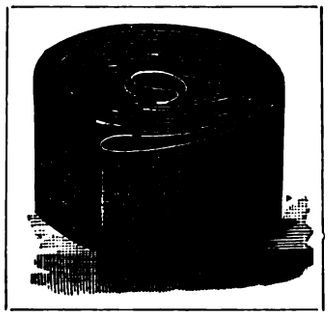
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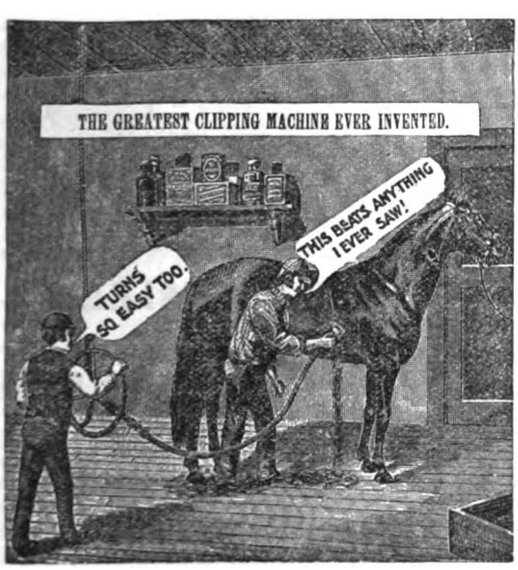
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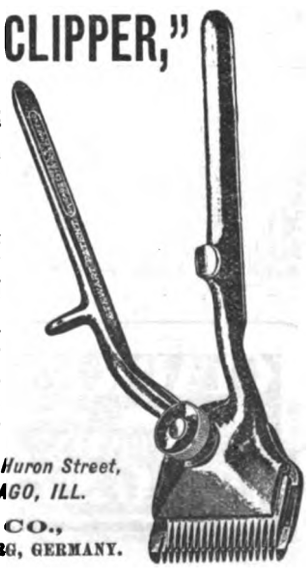
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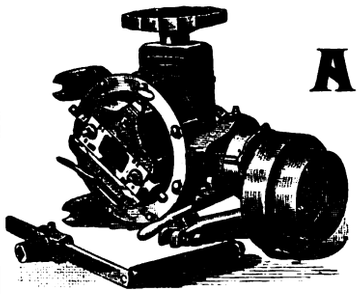
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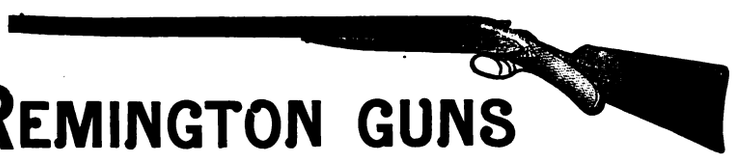
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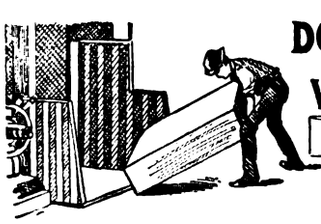
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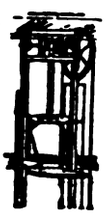
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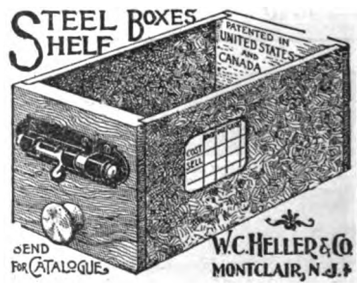
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We Make Faucets

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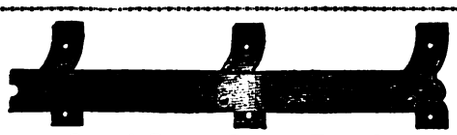


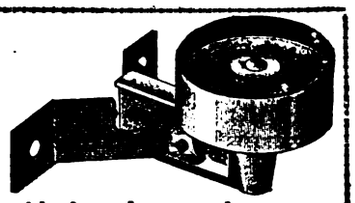
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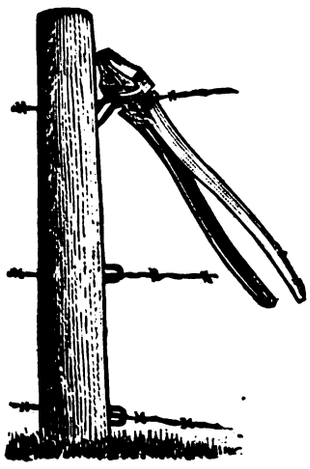
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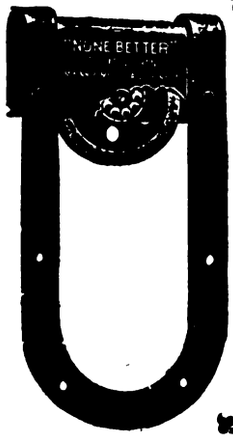
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Also Track and Stay Rollers.

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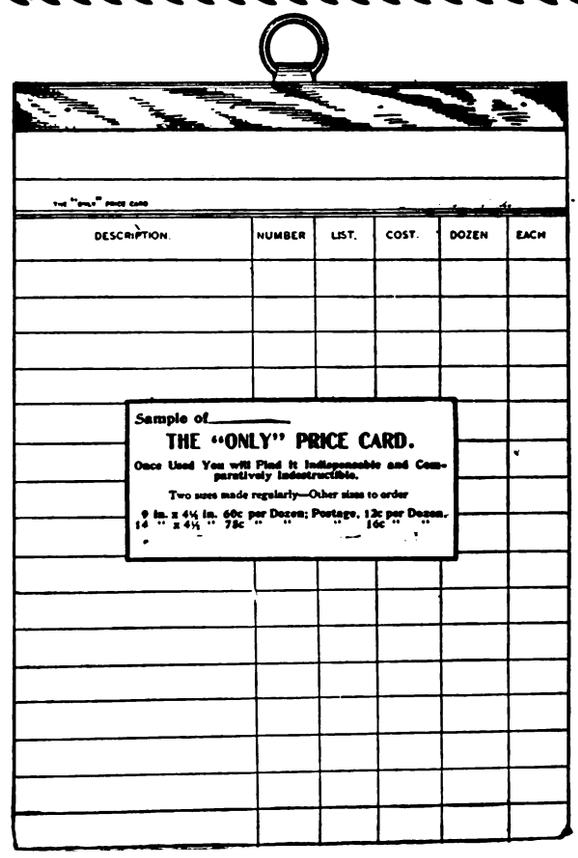
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On orders over 6 dozen a *discount of 25 per cent.* from list will be made. . . . . .
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HARDWARE PUBLISHING CO., No. 143 CHAMBERS STREET, NEW YORK CITY.

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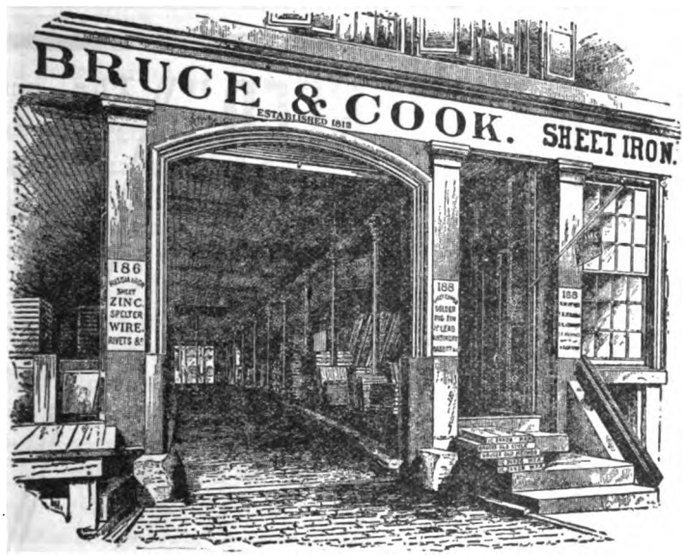
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BRUCE & COOK,

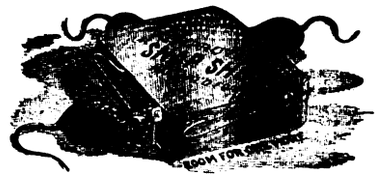
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We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



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Metal Lath.
Metallic Paint.
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Nails--Wire Roofing.
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Pail Woods.
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Rosin.
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Spelter.
Spelter Solder.
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Stove Boards.
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Stove Pipe Collars.
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Tinners' Machines.
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Zinc Sheets.



Pat. March 8, '98. Other pats. applied for.

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...Good Profit for Jobber...

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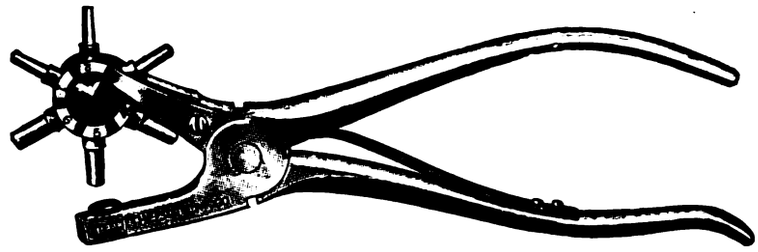
ADVERTISERS.

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

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The Smith & Egge Mfg. Co.,

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Manufacturers of

Cycle Wrenches, Belt Punches, Padlocks, Toe Clips, Coasters.



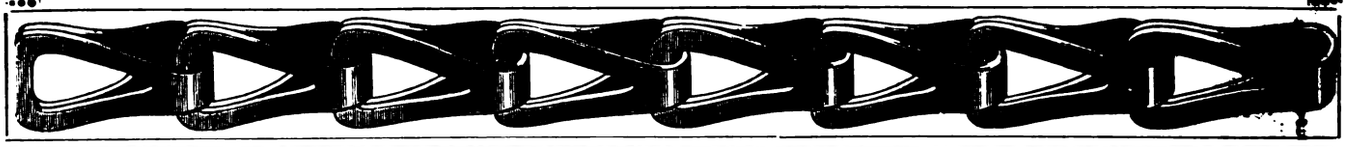
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A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



Patented August 18, 1891. November 10, 1896.

The EDGAR CHOCOLATE GRATER.

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Retails for 25 cents and pays a good profit.

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EDGAR Nutmeg Grater. Price 10c.

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There is a rapidly increasing demand for seamless tube owing to its adaptability to purposes for which laboriously drilled solid stock has heretofore been necessary.

No Specially Prepared Samples.

THE POPE TUBE CO.,
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"Pioneers" in Correct Composition.

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HARDWARE

VOL. XVIII. NOVEMBER 25, 1898 NO. 4.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.
FRED A. CATON, - - Asst. Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The annual convention of the National Hardware Association held in Milwaukee, Wis., last week, was of more than the usual importance to the trade, and shows an annually increasing interest taken in its proceedings. We have devoted considerable of our space in this issue to a report of the work and proceedings.

The convention was of a very representative character, delegates from jobbing centres as far remote as Maine and California indicating the interest taken in the objects and efforts of the Association by being present and contributing their quota to make it an unqualified success.

These annual gatherings are having an important bearing upon the future of the jobbing trade; opportunities are given by an interchange of ideas as to methods and embarrassments, of how more closely than ever they bring the trade together in friendly conclave, smoothing over imaginary antagonisms, manifesting a desire to work in harmony with aggressive competitors and stimulating an underlying fairness in competition that has a beneficial trend toward profitable conditions in all future business transactions.

The advancing quotations announced on wood screws, which for so long a time have been in an unhealthy and unsettled condition, are welcomed by the trade generally as being a commendable movement. The various manufacturers are showing a desire to work together in peace and harmony, hoping for "a season of revised prices" that will be stable and uniform and possibly make the future of this large industry a steady and fairly profitable one.

The business reported throughout the country is of a most encouraging character. The jobbers while not doing in some sections—notably the East—a phenomenal business, are still satisfied that the grand total will be favorably regarded when compared with 1897; while in the West a more aggressive demand is felt in several lines, which keep the jobber feeling as though the season will be a satisfactory one, notwithstanding the mixed conditions of the prevailing demand. A greater and more encouraging movement in trade is possible in the Southern territory since the quarantines have been raised, so that business is resuming its wonted channels.

Collections are reported as being favorable, and this very promising and encouraging outlook for the future will find the dealers prepared to buy more liberally and stock up more fully for the spring trade than has been their wont for several seasons past.

Indications point to a greatly increased business in builders' Hardware; the enquiry is a noticeable one, and while stocks are by no means in satisfactory shape to meet a sustained demand, the manufacturers are making preparations for the increased business apparently in sight.

Industrial Sunshine.

The improvement in business anticipated to follow the results of the election, is becoming more and more evident in many lines that for weeks previous had been sluggish and halting in movement. The clearing house payments reported for last week were the largest ever recorded, exceeding by nearly one-third even those for 1892, the year of prosperity so frequently referred to, the daily average for the month, $254,422,000, showing an increase of nearly nineteen per cent. compared with 1892.

Under a steadily increasing production the demand for iron is something to be proud of, orders for some of the products being beyond all precedent, with every indication of establishing the belief that during the coming year all records showing productive energy will be broken, the prosperity attending which may be indicated by advancing prices, for which the market for steel rails will set the pace, under an unprecedented demand, with other important lines of production, showing the sustaining influences thus made possible.

Export conditions are also of the most favorable character, continually progressing in a manner extremely encouraging. Many manufacturing interests are contemplating having direct representation abroad during 1899, the result of which, whether of a profitable turn or not, will provide an outlet for the disposal of any excess of production which our present sanguine views might create.

Our exports for October show up more largely than in the same month in any previous year of record, the increase being largely composed of the finished products of our industrial development, which is strengthened by specially good reports from our iron and steel industries seeking for foreign recognition, and engaged in shaking up thoroughly many of the profitable markets formerly dominated by the products of the old world.

Political and Commercial Colonization.

One of the most potent, if not absolutely the strongest reason for the wonderful success of Great Britain's policy of colonization is that no sooner is a new dependency acquired than the British merchant proceeds to

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make its market absolutely his own. There is a popular, but mistaken, impression amongst other nations that Great Britain levies taxes on her colonies for the benefit of the home government. Long ago she learned the futility of such policy, the most salient lesson she received being the revolt and subsequent loss of this very country. She not only does not levy such taxes, but cannot even force her colonies to supply men in case of war; while on the other hand she is bound to protect them against the hostile intentions of other nations. It is true that these colonies supply a few fairly paid positions for her budding statesmen, but the number is small, and the benefit, except as a training school, of no importance.

Now that the United States has been forced into the expansion business to some extent, it may be possible for us to learn a lesson from one who is older and more experienced. The most lately added territory of the latter is the Soudan, and a London contemporary, *The Hardwareman*, says, among other things:

"If the British exporter will just attack the Soudan country in a sober yet enterprising spirit, and the British public shun the wiles of the giddy company promoter, the move Soudanward should be attended with lasting success."

In the opinion of Sir Herbert Kitchener, the general commanding, the first and most important step is direct and efficient transportation; and with that end in view a railway is already in course of construction.

The editorial caution regarding the "giddy company promoter" is, without doubt deep and heartfelt just now, when the ghosts of the many defunct Hooley companies are rearing their ungainly heads throughout the land, and refuse to be laid; when the court investigations have revealed the fact that those in high places are willing and anxious to sell their names and their honor provided the *quid pro quo* be large enough. That these names are used on the directors' list to inspire confidence and ensnare the credulous, is no deterrent. This peculiar evil is not likely to become a disease in this country, simply because the influential and confidence-inspiring American is also possessed of keen business i stinct, and knows that the moment he lends his name to a questionable enterprise his influence is gone.

Another point worthy of note is that the military heads of the British army recognize that they are simply a means to an end, and do all in their power to foster and encourage the proper conditions for their commercial brothers to follow and complete the conquest.

All hysterical attempts at forcing business are to be deplored, and should be carefully expunged from the business policy of this country in nurturing our new markets. Sober, intelligent, persistent effort will result in far more lasting benefit. Direct and efficient transportation and capable representation are of first moment; and without doubt will be forthcoming as soon as the Peace Commission has concluded its labors.

The series of articles now running through *Hardware* under the caption of "The Salesmen's Department," are written by a practical Hardwareman, who has spent years of study and experience in the department concerning which he writes. There is no Hardwareman who can read them without profit. While this discussion is being conducted especially for the benefit of the Hardware jobber and manufacturer, many of the points made by the writer can be applied with equal success in the retail trade. By the change of a word here and there, they will also prove of equal interest to those engaged in the grocery, dry goods or other trades. These articles are written with a view to adapting the department to the needs of the average jobber, and the scope of this department includes some duties that will not be necessary where a larger number of salesmen are employed. These articles, as we have said above, are not written by a theorist, but by a gentleman who has been connected with the trade, and has made a study of the Hardware business for nineteen years, and the methods which he advocates have been tested and proved successful.

The Perfection Pump.

The St. Joseph Pump & Mfg. Co., St. Joseph, Mo., have reason to feel proud because of the gold medal awarded them at the great Trans-Mississippi and International Exposition, in recognition of the merits of their celebrated Perfection Water, Elevator and Purifying Pumps. A newspaper of St. Joseph says that the awarding of this medal is nothing unusual for this company, "as it is getting to be a yearly event with them, the securing of gold medals. It is nevertheless a fact well worthy the consideration and attention of the public, especially St. Joseph people, as such recognition as this not only speaks well for the firm itself, but the city in which it is located. The St. Joseph Pump & Mfg. Co. is strictly a home concern, catering at all times to the interests of St. Joseph, but has, however, a world-wide reputation, and on account of the vast amount of advertising both domestic and foreign, St. Joseph and the 'Perfection' is known from one end of the universe to the other, Spain, with all her indignation and recent hostilities, is not excepted, as a shipment of these world-renowned goods was made Saturday to Balbaia, Spain, and orders are now on file for shipments to Cape Colony, South Africa, and Copenhagen, Denmark."

Gold Medal for Files.

The Nicholson File Co., of Providence, R. I. were awarded the gold medal, for their exhibit of files and rasps at the Omaha Exposition. The judgment of the examiners was unanimous, and was based upon the general excellence of the quality and appearance of the files and rasps of this company.

The Nicholson File Co. have always been a successful exhibitor at the prominent expositions, and have in their office a very interesting collection of medals and awards secured by the superior quality of their goods. The awards mention besides the general excellence of the files, the particular merits of hard temper, sharpness and strength of teeth, and superior uniformity of quality. Different countries are represented in the awards, the Nicholson Co.'s files being sold all over the world, and having been exhibited in several of the most prominent foreign expositions. They seldom, however, advertise the fact of their having received so many awards; as they tersely put it, "It is not the medals, but the orders, which we accept as being the best gauges of the merits of our product."

The use of the diamond circular saw for cutting stone is facilitating the erection of the Paris Exposition buildings. The diamonds which form the cutting teeth of the saw are worth about $3 a karat, and are fixed in a steel disc over six feet in diameter.

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The Salesmen's Department, II.

Editor Hardware: It is no secret among the trade that the jobber and manufacturer are confronted year after year with the cold fact that the cost of marketing their goods is gradually increasing, notwithstanding the strenuous efforts put forth to curtail expenses. Not only are they compelled to face this, but they see their percentage of profit diminishing because of the ignorance of their competitors, and of their own representatives, as to the cost of doing business. It is amazing the apparent ease with which some traveling representatives give away another two and a half per cent., or twenty-five cents a dozen, under the pressure brought to bear by some wily buyer.

Each succeeding year the majority of the buyers feel compelled to make a closer study of their art, and consequently devote less time to other duties formerly considered within their province. What else could be expected in view of the fact that as their buyer's purchases increase, these so-called slight concessions which he squeezes from the seller make up the bone and sinew of the dividend to which the stockholders are eagerly looking forward?

How many times has a salesman become disgusted with himself, when he found the very confidential two and a half per cent. made to influence business his way, had leaked out and been met by his competitor. Instead of advancing his own interests, he has simply decreased the profits of all dealers in the goods.

Many representatives of both the manufacturer and the jobber say they have grown tired of securing from their employers an extra five per cent., in order to help increase their customers' margins. There was always some fool who was willing to pass the concession along to his customers, thus necessitating, if the article be staple, a general decline in price.

Granting the truth of the adage "Goods well bought are half sold," haw about the other half? Since the variety in all lines has become so great, many articles of merit are either sacrificed or do not attain the sale they should, because their selling points are not properly placed before the salesmen.

One reason the manufacturer has felt he must ignore the jobber was because many of the jobbers' salesmen seemed to sell the items their customers called for instead of introducing and encouraging the sale of the more improved articles which in many localities were displacing the goods which their grandfathers thought good enough.

Many concessions, especially on goods sold at a net price, are made on the strength of evidence which appears to be trustworthy, but is in reality not at all reliable, as mistakes occur in billing goods far oftener than is imagined. Manufacturer and jobber admit the majority of errors of which they are advised are overcharged; while mistakes in their favor aggregating in the thousands in the course of the year, to which their attention would not have been called, have been detected when systematically checked.

Out of these difficulties has arisen the Salesmen's Department, and here is its field of action. A detailed supervision of everything connected with the selling of goods has become an absolute necessity. The expense connected with it is slight in comparison to the amount which is made and saved to the jobber by the same careful study of the selling of the goods which the buyer makes in purchasing them.

Yours truly,

St. Joseph, Mo. CHARLES W. EMERY.

Two Artistic Publications.

We have received from R. C. Masten, writer and designer of advertisements, No. 602 Hickox Building, Cleveland, Ohio, two specimens of artistic work, which show that Mr. Masten is a past master in the art of producing first-class advertising literature. One of these is headed, "A New Specialist in Town," and the other "Short Sermons on Stone." The first named is a booklet containing several original designs printed in blue and gold, and sets forth the claims of the "new specialist," who is filling Cleveland and that section of the West with specimens of his art. The second is a remarkable publication printed in several colors and illustrated with those famous cuts which in the past year have assisted in making the Cleveland Stone Co. better known in all parts of the country than ever before. These specimens of the art as it is now practiced by advertising writers, artists and modern printers, are unique and attractive in the highest degree.

The Dixon Co.'s Addition.

During the past summer the Joseph Dixon Crucible Co., Jersey City, N. J., have added an extension to their pencil factory, 40 by 90 feet, three stories high. The same is driven by electric power from a generator placed in the main factory. No expense has been spared in the equipment of this addition in the way of up-to-date elevators, furnaces, dry-rooms, etc The company will also put down an artesian well, several hundred feet in depth, for a supply of water for factory use, and some time during 1899 various other additions will be built to the Dixon Co.'s very extensive plant.

The Dixon Co. was established in 1827, but during all of its more than three score years and ten of busy life, no year has in any way equaled 1898 for volume of business; its plant has been running continuously, yet the company is behind its orders in all departments. As the Dixon Co.'s products go into every known field of industry: the iron workers, the brass workers, the printing trades, the stationers, the cycle manufacturers, the hat manufacturers, the paper mills, etc., the rise or fall of the volume of business done by the Dixon Co. may be taken as a very excellent standard or pointer on the condition of business generally.

Brass Goods Mfg. Co'.s New Line.

The Brass Goods Mfg. Co., Nos. 82 and 84 Third Street, Brooklyn, and No. 110 Chambers Street, New York, report having experienced the most successful season for several years, and are confident of its prosperous continuance. They have recently largely increased their line of Cabinet Hardware by the addition of an extremely handsome and ornamental assortment of furniture drop handles, drawer pulls, knobs, etc., making a very attractive display, and one fully up-to-date. It is their intention to publish a catalogue covering these special goods, which will be issued and sent to the trade about January 1, 1899.

W. F. Brainerd, the traveling representative of the company, intends calling upon the trade in the Eastern and Western States shortly, with samples of their complete line of goods which embraces a number of new and special articles in brass and bronze metal, other than those referred to above.

T. W. Williams, second vice president of the Bissell Carpet Sweeper Co. was elected vice president of the Bassick Gold Mine Co., which was organized under date of Oct. 25th under the laws of the State of New Jersey, with a capital of $1,000,000. One quarter interest in this mine is owned by the family of Mrs. C. B. Judd, whose husband is manager of the Bissell Carpet Sweeper Co. Mr. Judd is one of the directors of the new mine company.

The Van Wagoner & Williams Hardware Co., Cleveland, Ohio, and New York, have issued a leaflet to be placed opposite page 21 of their 1897 catalogue. This illustrates their Oxford spring hinges, giving illustrations of the same with sizes, prices, directions, etc.

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Files: How to Get Best Results From Their Use.

The Arcade File Works, Anderson, Ind., and No. 97 Chambers Street, New York, whose advertisement appears on page 51, have in course of preparation a series of articles on the use of files in shop practice, written by the well-known expert and authority on such matters, W. H. Vandervoort. From the opening article of the series we take pleasure in extracting the following:

"In the operations of filing, satisfactory results depend fully as much on the intelligent, skillful use of the file as on the tool itself. The skilled mechanic appreciates a good file, not because it will stand rough usage better, but because with proper use he can produce more and better work than with one of inferior quality. Give him a file correct in form, shape of teeth, quality of steel and temper, and he will produce surprising results before this file reaches that point of wear beyond which economy of time will not allow him to go.

"The kind of metal, the form of the work surface and the finish to be produced must determine in each case the correct files to use. Of these the material and its hardness are the factors that most affect the life of the file. The nearer the hardness of the work approaches that of the file teeth, the slower will the file cut and the more rapid will be the wear on the teeth.

"The greater the number of teeth in contact with the work surface, the more will be the pressure required to make the file bite. In filing broad surfaces the number of teeth that may be brought into contact with the work at any time will depend on the curvature or belly of the file. The greater the curvature the smaller the contact surface and the freer will the file take hold of the work. Ordinarily not more than one inch of the file's length will at any one position touch the surface of the work. When the surface is narrower than the length of contact fewer teeth come into work, and for the same pressure the teeth will bite keener. If, now, for the thin or narrow work a file is used, the teeth of which have lost, through wear, their keenness, it will cut the narrow surface as readily as the new one will the broader. We should therefore use the new files on the broad surfaces first, as they can be used on the narrow work when too dull to readily bite on the broad.

"The file does not bite the cast metals as readily as it does the rolled, consequently a sharper file is required for cast iron and brass than for wrought iron and steel. For these reasons the new file should be first used on the cast iron and brass, and when they become too dull to work these metals efficiently, they may be used on the steel and wrought work. A new file will pin and tear the surface of these latter metals much worse than the file that has seen a moderate amount of duty on cast iron and brass. A new file will leave a smoother surface after it has been used for a few strokes, these strokes causing the high teeth to give down a little, which prevents the danger of their scratching the work.

"The first dozen strokes of a new file on a rough piece of steel frequently lessens its cutting value as much as an hour's steady use on soft cast iron, yet not seriously injuring it for the steel work. Narrow surfaces are exceedingly hard on new files, and especially so on the double cuts, as but few teeth come in contact with the work, and they bite so freely that they are broken off by the excessive strain.

"Not until the file becomes too dull to be used efficiently on the narrow steel work should it be used on the scale of cast iron or forgings, as this scale is frequently harder than the file."

It is the intention of the Arcade File Works, upon the completion of the series, to publish them in book form under the name of "Practical Talks on Files," to be mailed free to any user of files who will forward his name and address.

Fifth Annual Sportsmen's Show.

The fifth annual Sportsmen's Show, under the auspices and management of the National Sportsmen's Association, will be held in Madison Square Garden, New York City, from March 2nd to 11th, 1899, inclusive. It is the intention on this occasion, as heretofore, to give a genuine sportsmen's show, combining new features and demonstrations of life in the woods. There are many other features under consideration that will make this show probably the best one that has ever been held in this country; it certainly embodies features that have never been attempted at any other show, and will be the only Sportsmen's Show in this country in 1899. The officers of the Association at present are as follows:

Directors:

Charles Tatham, president.
J. Von Lengerke, vice-president ex. com.
Charles Daly.
Charles H. Luscomb, ex. com.
P. G. Sanford.
Frank W. Sanger.
J. A. H. Dressel, secretary-treasurer, ex. com.

Board of managers: Dr. Heber Bishop, Geo. O. Shields, James C. Young, Elmer E. Shaner, J. A. H. Dressel, Frank W. Sanger, Samuel Armstrong Nelson, Harry Cornish, J. E. Sullivan, and others to be announced later.

1899 Columbia Calendar.

The fourteenth annual edition of the Columbia Desk-pad Calendar, issued by the Pope Mfg. Co., of Hartford, Conn., is being distributed. This calendar occupies an unique place among advertising devices. It may be said to be largely the product of the Pope Company's own customers, whose contributions in the shape of fitting testimonials to the merits of Columbia product, or clever bits of verse about bicycling in general appear at the tops of the various pages over the names of the contributors. The pages for Sundays, the first day of each month, and holidays, present appropriate selections from well-known authors.

Any person may obtain a copy by applying to the nearest Columbia dealer, or by sending five 2-cent stamps to the Calendar Department, Pope Mfg. Co., Hartford, Conn.

The Burr Manufacturing Co.

J. T. Burr, president and general manager of the Burr Manufacturing Co., Cleveland, Ohio, spent last week in New York. Mr. Burr reports a most satisfactory increase in the demand for the Burr Steel Safety Lift. This is particularly noticeable in the foreign demand; the new mechanical principle of the appliance attracting much attention in the foreign market.

The favor in which this block is held is demonstrated by the fact that the railroads are adopting it in their work shops. Among many letters of commendation received, is one from E. B. Hunt, of the Pittsburg, Cincinnati, Chicago and St. Louis Railroad Co., who after speaking in the highest terms of it says: "The lift is reaved with a ⅝-inch rope which has been in service for two years. I consider this a remarkable record, as it has been in very severe service daily for that length of time."

We may live without poetry, music and art;
We may live without conscience, and live without heart;
We may live without friends, we may live without fads;
But business to-day cannot live without ads.
—*American Advertiser.*

There is no insurance against the flames kindled by a woman's eyes.—*Exchange.*

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THE NATIONAL HARDWARE ASSOCIATION.

They came from the North; they came from the South;
They came from the East and the West;
With hearts of hope and smiles as broad
As the Secretary's vest.

T. James was on deck, polite, serene;
His countenance fair to see;
As he sat at the table, just near to the side
Of his Mentor, the supple Supplee.

And the mien of the Bishop was grave and sedate,
And courtly and solemn his air,
As he moved a step upward, and sat him down
In the presidential chair.

Brace Hayden brought from the Occident
That plausible, silvery voice;
And Chamberlain, from far-off Maine,
Bade man and the earth rejoice;

While Bindley, the bland, with consummate skill,
Wooed gently each delegate's ear,
And corralled the votes that gave his town
The show for the coming year.

George Hart moved West with his case of cigars,
That proved him a Stanley brick,
As he sat by his chum, the exotic Weed,
From the banks of Buffalo creek.

The North gave one Foot, but the South gave Moore;
St. Paul a whole Kirk did offer.
While Boston chipped in with a Robbins and Waite—
New Orleans was content with a Stauffer.

From the pine woods of Michigan Stevens advanced;
Duluth Marshalled men of great might;
Council Bluffs filled the bill with a mighty fine Hill,
And Utica proved herself Wright.

There was music galore when they saw on the floor
Webster Walkley, the poet-romancer;
But the West matched the East in this eloquent feast,
With its Tredway, its Nutting and Crancer.

Pritzlaff was on hand, with Foerster the bland,
The cream of Milwaukee to pass;
"Don't thirst!" they would beg, as they opened a keg—
And Omaha furnished the Glass.

In short, not a town of any renown
That is found on America's map,
But awoke in full force—excepting, of course,
Sioux City, which had a fine Knapp;

Detroit had its Standart; Elmira its Booth;
Columbus sent Smith in a hurry;
Indiana's chief lamp was Cortland Van Camp;
While Pittsburg was proud of McMurray.

Spokane sent a Mason; Peoria, Clark;
Atlanta regretted its Parker;
But the South delegation was filled with elation,
As Lynchburg contributed Barker.

Topeka was a power, as it held a good Bauer;
The Rock that is Little sent Fones;
Cleveland felt good with its able Lockwood;
But Columbus went short on Jones.

The City of "Quakes" matched the State by the lakes,
In sending its Ritter and Chorley;
While Michigan, ran way in the van,
With Theodore Buhl and Morley.

Chicago was there, and did its full share
With A. Lucas Hunt, a good talker;
While the rest of the State was simply elate,
Because of Peoria's Walker.

The annual convention of the National Hardware Association for the year of Our Lord one thousand, eight hundred and ninety-eight is a thing of the past.

It was held in Milwaukee, Wisconsin, on November 16, 17 and 18th.

It was a success.

The attendance was large.

The interest was great.

An election was held with rare harmony, and a worthy successor to the most worthy President Supplee was chosen, in the person of H. H. Bishop, an Ohio man.

The able secretary-treasurer, T. James Fernley, was also succeeded by a man as fully capable as himself. He also hails from Philadelphia, and possesses many of the striking qualities of his predecessor. In fact, the two have roomed together for several score of years—more or less. His name is a household word wherever Hardware is sold, and needs no mention here.

We make no apology for the extended report of the proceedings. They were worth reporting.

THE OFFICIAL PROGRAMME.

LIST OF OFFICERS AND COMMITTEES.

President: William W. Supplee, Philadelphia.

First Vice-President: H. H. Bishop, McIntosh-Huntington Co., Cleveland, Ohio.

Second Vice-President: Brace Hayden, Dunham, Carrigan & Hayden Co., San Francisco, Cal.

Secretary-Treasurer: T. James Fernley, Philadelphia, Pa.

Executive Committee: Theodore D. Buhl; Buhl Sons & Co., Detroit, Mich.; William Chamberlain; the Emery-Waterhouse Co., Portland, Me.; Samuel A. Bigelow, Bigelow & Dowse Co., Boston, Mass.; John Bindley; Bindley Hardware Co., Pittsburg, Pa.; Richard W. Shapleigh; A. F. Shapleigh Hardware Co., St. Louis, Mo.; R. A. Kirk; Farwell, Ozmun, Kirk & Co., St. Paul, Minn.

Membership Committee: W. D. Taylor, Chairman. D. C. Delamater, Detroit, Mich.; Rufus K. Hireman, New Orleans, La.; F. H. Mason, Spokane, Wash.; R. M. Dudley, Nashville, Tenn.; W. M. Glass, Omaha, Neb.; A. J. Chase, Boston, Mass.

Fraternal Relations Committee: Thomas A. Harvey, Saginaw, Mich., Chairman. Geo. Deming, Cleveland, Ohio; C. A. Knapp, Sioux City, Iowa; Cortland Van Camp, Indianapolis, Ind.; H. W. Waite, Boston, Mass.; E. J. DeHart, Portland, Oregon; J. H. Boucher, Rochester, N. Y.

Press Committee: Col. Morris B. Belknap, Louisville, Ky., Chairman. Chas. Kruse, Cincinnati, Ohio; E. W. Crancer, Leavenworth, Kansas; Geo. A. Braun, Toledo, Ohio; Col. Jas. R. Nutting, Davenport, Iowa; Geo. B. Logan, Pittsburg, Pa.; W. A. Parker, Atlanta, Ga.

Grievance Committee: John Freeman, Detroit, Mich., Chairman. Hon C. B. Lockwood, Cleveland, Ohio; A. C. Rulofson, San Francisco, Cal.; Wm. Quincy Wales, Boston, Mass.; Chas. M. Biddle, Philadelphia, Pa.; Geo. Tritch, Jr., Denver, Col.; Col. W. W. Woodruff, Knoxville, Tenn.

Transportation Committee: Joseph Clark, Philadelphia, Pa., Chairman. Capt. F. Barker, Elmira, N. Y.; Wm. R. Wheeler, San Francisco, Cal.; John J. Robbins, Boston, Mass.; Geo. E. King, Atlanta, Ga.; J. G. Stoddart, Detroit, Mich.; A. D. Bayles, Kansas City, Kan.

Entertainment Committee: Fred. C. Pritzlaff, Milwaukee, Wis., Chairman. Hon. John C. Koch, Milwaukee, Wis.; Erwin Foerster, Milwaukee, Wis.; John R. Griffith, Philadelphia, Pa.; Lorenz Maschauer, Milwaukee, Wis.; Hobart Weed, Buffalo, N. Y.; T. James Fernley, Philadelphia, Pa.

Metal Committee: W. T. Gummey, Philadelphia, Pa., Chairman. G. W. Herrick, Boston, Mass.; P. E. Strauss, Boston, Mass.; H. H. Rudd, Cleveland, Ohio; Fred. C. Pritzlaff, Milwaukee, Wis.; C. W. Hackett, St. Paul, Minn.; Chas. D. Clark, Peoria, Ill.

ORDER OF BUSINESS.

Wednesday, November, 16th, 9.45 A. M.: At this session manufacturers and members of the press are cordially invited. All other meetings will be of an executive character—for members of the National Hardware Association only. Meeting called to order by the president. Chorus, "My Country 'tis of Thee." Calling of roll. Reading of min-

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utes—1897 convention. Annual Address of the President. Report of the secretary-treasury. Introduction of official representatives, and communications from Hardware associations: Cleveland Hardware Jobbers' Association, New York State Association of Hardware Jobbers, Missouri Valley Hardware Jobbers' Association, Southern Hardware Jobbers' Association, Pittsburgh Hardware Jobbers' Association, Pacific Coast Hardware and Metal Association, Iowa State Hardware Jobbers' Association, Indianapolis Hardware Jobbers' Association, Nashville Hardware Jobbers' Association, Detroit Hardware Jobbers' Association, Philadelphia Hardware Merchants and Manufacturers' Association. Short Impromptu Addresses by Manufacturers.

Wednesday Afternoon Session, 2 P. M.: Report of executive committee. Report of membership committee. Report of grievance committee. Report of fraternal relations committee. Report of press committee. Report of transportation committee. Report of entertainment committee. Report of metal committee. Miscellaneous business. Opening of Question Box. Answers and discussion.

Wednesday evening, 8.15 P. M.: Social gathering at Deutscher Club. Delegates and others get cards of admission from Mr. Fred. C. Pritzlaff.

Thursday morning session, November 17th, 10 A. M. Miscellaneous business. Paper—"Best method of arriving at a selling price of miscellaneous goods."—F. W. Hurty. Discussion on the following questions proposed by the president. First. Are we not giving more attention to buying our goods than we are to marketing them? Second. Are we not apt to think that the first is of greater importance than the latter? Third. Is the person, or persons, in charge of the salesmen the best possible available selection you could make from those around you? Opening of question box. Answers and discussion.

Thursday afternoon: Carriage drive about the city.

Thursday evening: The following associations will meet in different rooms of the Hotel Pfister (same to be announced), at 8 o'clock P. M.: New York State Association of Jobbers. Missouri Valley Hardware Jobbers' Association. Southern Hardware Jobbers' Association. Metal Jobbers. Detroit Hardware Jobbers' Association.

Friday morning, 10 A. M.: Election of officers. Arranging seat of next convention. Miscellaneous business. Opening of question box. Answers and discussion.

Afternoon Session: Miscellaneous business. Opening of question box. Answers and discussion.

Friday evening: Annual banquet at the Hotel Pfister. Delegates and others can obtain tickets from Mr. Fred. C. Pritzlaff.

LIST OF MEMBERS.

Alabama. Moore & Handley Hardware Co., Birmingham; May & Thomas Hardware Co., Birmingham; Barney Cavanagh Hardware Co., Mobile; Cunningham Hardware Co., Mobile; Teague, Barnett & Co., Montgomery.

Arkansas. Fones Bros. Hardware Co., Little Rock.

California. Dunham, Carrigan & Hayden, San Francisco; Miller, Sloss & Scott, San Francisco; Baker & Hamilton, San Francisco; Holbrook, Merrill & Stetson, San Francisco; Geo. W. Gibbs Co., San Francisco; W. W. Montague & Co., San Francisco; Geo. H. Tay Co., San Francisco; Harper & Reynolds, Los Angeles; Union Hardware & Metal Co., Los Angeles; Schaw, Ingram, Batcher & Co., Sacramento.

Colorado. The George Tritch Hardware Co., Denver.

Florida. The S. B. Hubbard Co., Jacksonville.

Georgia. King Hardware Co., Atlanta; Beck & Gregg Hardware Co., Atlanta; Clarke Hardware Co., Atlanta; Palmer Hardware Co., Savannah; J. D. Weed & Co., Savannah; Ed. Lovell's Sons, Savannah; Dunlap Hardware Co., Macon.

Illinois. C. Sidney Shepard & Co., Chicago; Edwin Hunt's Sons, Chicago; Clark, Quien & Morse, Peoria; Isaac Walker Hardware Co., Peoria; Cummings & Emerson, Peoria.

Indiana. Van Camp Hardware & Iron Co., Indianapolis; Hildebrand Hardware Co., Indianapolis; Boetticher, Kellogg & Co., Evansville.

Iowa. The Empkie-Shugart Co., Council Bluffs; Schreiber, Conchar & Westphal Co., Dubuque; A. Tredway & Sons Hardware Co., Dubuque; Knapp & Spencer Co., Sioux City; Drake Hardware Co., Burlington; Charles F. Schmidt, Burlington; Sickels, Preston & Nutting, Davenport; J. D. Seeberger, Des Moines; Patrick & Luthe Co., Des Moines; A. Weber & Co., Keokuk; Huber & Kalbach Co., Oskaloosa; Baldwin Bros., Clinton.

Kansas. J. W. Crancer Hardware Co., Leavenworth; W. A. L. Thompson Hardware Co., Topeka.

Kentucky. W. B. Belknap & Co., Louisville.

Louisiana. A. Baldwin & Co., Ltd., New Orleans; Stauffer, Eshleman & Co., New Orleans.

Maine. The Emery-Waterhouse Co., Portland; Houghton, Clark & Co., Portland; Edwards & Walker Co., Portland.

Maryland. Carlin & Fulton, Baltimore.

Massachusetts. Bigelow & Dowse Co., Boston; Frye, Phipps & Co., Boston; Baldwin, Robbins & Co., Boston; Brown & Wales, Boston; Joseph Breck & Sons, Corp., Boston; Dana Hardware Co., Boston; Chase, Parker & Co., Boston; Fitz, Dana & Co., Boston; Dodge, Haley & Co., Boston; Holder & Herrick, Boston; Butts & Ordway, Boston; Miles F. Brennan & Co., Boston; Richards & Co., Boston; Austin & Doten, Boston; the Arthur C. Harvey Co., Boston; E. P. Sanderson Co., Boston; Geo. F. Blake, Jr. & Co., Worcester; Chas. C. Lewis Co., Springfield.

Michigan. Standart Bros., Detroit; Freeman, Delamater & Co., Detroit; Buhl Sons & Co., Detroit; Fletcher Hardware Co., Detroit; Morley Bros., Saginaw; Foster, Stevens & Co., Grand Rapids.

Minnesota. Marshall-Wells Hardware Co., Duluth; C. W. Hackett Hardware Co., St. Paul; Farwell, Ozmun, Kirk & Co., St. Paul; R. D. Cone Co., Winona.

Mississippi. Lee Richardson Co., Vicksburg.

Missouri. Wyeth Hardware & Mfg. Co., St. Joseph; Paddock-Hawley Iron Co., St. Louis; the A. F. Shapleigh Hardware Co., St. Louis; the Witte Hardware Co., St. Louis; Gille Hardware & Iron Co., Kansas City; Richards & Conover Hardware Co., Kansas City; Rogers & Baldwin Hardware Co., Springfield; McGregor-Noe Hardware Co., Springfield.

Montana. A. M. Holter Hardware Co., Helena.

Nebraska. Rector & Wilhelmy Co., Omaha; Lee-Clarke-Andreesen Hardware Co., Omaha; Baum Iron Co., Omaha.

New Hampshire. John B. Varick Co., Manchester.

North Carolina. Odell Hardware Co., Greensboro.

New York. Albany Hardware & Iron Co., Albany; Walbridge & Co., Buffalo; Weed & Co., Buffalo; Sidney Shepard & Co., Buffalo; Barker, Rose & Clinton Co., Elmira; Irving D. Booth, Elmira; Russell & Erwin Mfg. Co., New York City; Sickels & Nutting Co., New York City; Underhill, Clinch & Co., New York City; Matthews & Boucher, Rochester; Weaver, Palmer & Richmond, Rochester; Burhans & Black Co., Syracuse; Wright, Dana & Co., Utica; Charles Millar & Sons, Utica; J. M. Warren & Co., Troy; Babcock Hardware Co., Binghamton.

Ohio. The McIntosh-Huntington Co., Cleveland; the Geo. Worthington Co., Cleveland; the Lockwood-Taylor Hardware Co., Cleveland; H. W. Leutkemeyer & Sons, Cleveland; Howell, Gano & Co., Cincinnati; the Johnson Bros. Hardware Co., Cincinnati; the Kruse & Bahlman Hardware Co., Cincinnati; E. H. Huenefeld, Cincinnati; Bode Hardware Co., Cincinnati; the Smith Bros. Hardware Co., Columbus; Kilbourne & Jones Co., Columbus; the Stollberg & Clapp Co., Toledo; Bostwick, Braun & Co., Toledo; Canton Hardware Co., Canton.

Oregon. Corbett, Failing & Robertson, Portland; Honeyman, DeHart & Co., Portland.

Pennsylvania. Supplee Hardware Co., Philadelphia; Shields & Bro., Philadelphia; Biddle Hardware Co., Philadelphia; W. H. & G. W. Allen, Philadelphia; James M. Vance & Co., Philadelphia; Seltzer-Klahr Hardware Co., Philadelphia; T. James Fernley, Philadelphia; Merchant & Co., Philadelphia; W. F. Potts Sons & Co., Philadelphia; Gummey, McFarland & Co., Philadelphia; Hall & Carpenter, Philadelphia; Bindley Hardware Co., Pittsburg; Logan-Gregg Hardware Co., Pittsburg; James C. Lindsay Hardware Co., Pittsburg; Wolff, Lane & Co., Pittsburg; Lautner Hardware Co., Allegheny.

Rhode Island. Congdon & Carpenter Co., Providence.

South Carolina. Marshall, Wescoat & Co., Charleston.

Tennessee. C. M. McClung & Co., Knoxville; Woodruff Hardware Co., Knoxville; Langstaff Hardware Co., Memphis; Orgill Bros. & Co., Memphis; Buford Bros., Nashville; J. H. Fall & Co., Nashville; Gray & Dudley Hardware Co., Nashville; H. G. Lipscomb & Co., Nashville; Tenison, Son & Rose, Nashville.

Virginia. Watkins-Cottrell Co., Richmond; Barker-Jennings Hardware Co., Lynchburg; W. S. Donnan & Co., Richmond.

Washington. Holley, Mason, Marks & Co., Spokane; Seattle Hardware Co., Seattle.

West Virginia. Ott Bros. & Co., Wheeling.

Wisconsin. John Pritzlaff Hardware Co., Milwaukee; Wm. Frankfurth Hardware Co., Milwaukee; Fred. Kroner Hardware Co., La Crosse.

THE FIRST SESSION

of the Association was held on Wednesday forenoon, in the assembly hall, on the eighth floor of the hotel. The

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doors were wide open to all--manufacturers, newspaper men, and whomsoever would come. President Supplee occupied the chair, with his usual dignity. At his left sat First Vice-President Brace Hayden, expressing in his beaming countenance the good will and fraternal greetings of the Pacific coast. Next to him was a gentleman who, as usual made friends of every one he met—the Secretary-Treasurer, T. James Fernley.

The meeting was called to order at 10.30. The first thing on the programme was an expression of the convention's patriotism, in the hearty and voluminous rendering of "America," in which every man present joined—those who could not sing, as well as those who could. The roll was called, after which Mr. Supplee delivered his annual address as follows:

PRESIDENT SUPPLEE'S ADDRESS.

Gentlemen of the National Hardware Association: When I look at the firm mass of our members and the faces who are now, and who have heretofore been present, I would be inconsiderate and ungrateful indeed did I not appreciate the high honor you have conferred upon me, neither have I failed to realize the responsibility to have been continuously elected for four successive years.

Appreciating this honor, it affords me great pleasure to welcome our members to this, the Fourth Annual Convention of our Association.

The city of Milwaukee and the metropolis of Wisconsin outdistanced all other contestants and was unanimously selected as the place for our 1898 annual meeting. Situated on the western shore of Lake Michigan, connecting with a chain of lakes, Milwaukee possesses the natural advantages which have made it a commercial, manufacturing and financial centre, and our members in selecting this city evidently realized the fact that the representative merchants are of that high character that they have made themselves felt through the entire Northwestern territory.

The representative gatherings at prior annual conventions, coupled with expressions of confidence in your officers, have had the natural tendency to stimulate and encourage them to future work in your behalf.

Let us at this meeting intelligently and impartially discuss the events of the past year and make strenuous efforts to unravel so far as possible the problems that may confront us during the coming year. I have, upon previous occasions, as I do now, expressed the desire that all delegates to the Convention unhesitatingly rise and join in the discussion on all subjects in which we are mutually interested, for in no other way than upon the consensus of opinion here expressed can your officers be expected to know what you desire.

Since the date of our last meeting the unwritten records of history have developed with a rapidity heretofore unknown in the history of our country. The conviction that war with Spain could no longer be avoided was of slow growth and development in this country. A nation at our very doors was being exterminated. After many years of tyranny they were no longer willing to submit to the unjust government of oppression, arrogance and cruelties and had at all hazards resolved to be free. Previous administrations had called Spain's attention to the fact that a country near to the borders of our own had for many years been in a state of insurrection, and stated that unless Spain adopted rules of more civilized warfare its continuance could not much longer be tolerated.

It remained, however, for the Congress of 1898 to bring these conditions to an end, and by a resolution of Congress war was declared and preparations for immediate warfare begun. With a unanimity of feeling the entire country sustained the action of Congress, but we must admit owing to our unpreparedness great fears existed in the minds of many as to the quick termination of the undertaking. Fortunately this war, brought about in the interests of humanity, was of short duration, two fleets of the enemy were entirely annihilated and the triumphs of our navy and army exceeded in quickness anything in the annals of history, and met with the admiration, not only of our own country, but of the entire civilized world.

The present year will be a memorable one in the history of our country, not only in the events of war but in industrial and commercial activity. Short crops throughout the Eastern hemisphere necessitated the drawing from our own vast area of productive soil for supplies, and improved trade in this country further increased our own consumption, therefore, these combined conditions largely enhanced the value of all agricultural products.

Our foreign commerce shows an increase of exports of over one hundred million dollars, and further presents the remarkable showing that while our consumption per capita showed an increase over previous years our imports for the period showed a decrease of over one hundred million dollars. This shows in the final result a trade balance to



EX-PRESIDENT WILLIAM W. SUPPLEE.

our favor the past ten months of over two hundred million dollars, and by far the largest balance ever experienced.

The bank clearings of the country, which gives one an idea of the transfers and activity of capital, for the past ten months show an increase over 1897 of nineteen per cent., over 1896 thirty-one per cent. and over 1894 nearly fifty per cent. During the same period there have been less failures, and in the aggregate smaller liabilities, than have occurred at any time since 1892. The railroad tonnage of the country also shows a material increase over any previous year in the nineties.

The endless chain churning the gold out of the United States treasury ceased to work with the same activity, and during the last two years the amount of gold coin and gold bullion in the country has increased over two hundred and sixty-five million dollars and the depletion of the United States treasury no longer through fear and distrust jeopardizes trade. During the same time the currency of our country has increased over two hundred million dollars.

The bankruptcy bill, after a long struggle lasting over many years, was passed by the last session of Congress and became fully effective the first of this month, and in the near future I believe will be of great advantage both to the manufacturer and wholesale trader and in no way

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impair the credit or possibilities of the honest retail merchant. During the first four months there will likely be instances where the honest creditor may suffer from resurrected old judgment notes and hidden preferences which have bolstered up credits, and in these instances may bar out other creditors from their fair proportion, but after that date I believe the results will show a more fair and equitable division of debtors' assets, and thus lessen the financial risks and uncertainties of trade.

During the past year the average manufacturers of Hardware have shown a disposition to avoid speculative tendencies and to confine their prices within the limits of prudence. Spasmodic shifting from perhaps unremunerative and abnormally low prices to sudden and fictitious values always results in a hesitancy on the part of the buyer, demoralizes trade, and is not desirable for the jobber, retail merchant or consumer.

There is a strong thread running through and connecting the manufacturer, jobber, retail merchant and consumer; their interests are mutual, and any attempts to disarrange or disconnect them have always tangled the cord into an unmanageable mass. The success of the retail merchant depends upon the prosperity of the consumer. The jobber on his part anticipates the wants of the retail merchant, and in advance of each season he makes his purchases and is in full possession of an assorted stock with which to supply the first call from his customers, and through this channel the goods reach the retail merchant at a far less expense after they are manufactured, consequently at a less price than could possibly be the case through fifty to five hundred more direct channels, the last number stated being really an underestimate, for the writer's own ledger shows purchases from over eleven hundred firms.

The jobber, therefore, occupying a position between the manufacturer and the retail merchant, is so expected to conduct his business as to interpret his customers' wants in carrying a full supply of goods, and in many cases to furnish from as many different manufacturers as there are items on the order, extending credit to his customers depending largely upon their trade and collections rather than a strict compliance with the terms upon which the goods were sold. And there is no doubt in my mind that each member here present has saved from insolvency one or more customer some time during the years between 1893 and 1897, whose ruin would have been inevitable had their purchases been made like the scattered shots of the blunderbuss. The jobber (taking a practical view of the case) is not infrequently the financial backer of the manufacturer; he buys far in advance of his anticipated call from the retail merchant, has taken advantage of the cash discount, and the manufacturer is in possession of funds with which to pursue further business. Notwithstanding this fact, perhaps all present have occasionally come in contact with customers who entertain the very comfortable feeling that they can purchase direct from a manufacturer fifty dollars' worth of goods as low as you can buy one thousand dollars' worth, or in buying beyond their reasonable wants can buy two hundred dollars' worth as cheaply as you can buy one thousand, or perhaps during the season from five to ten thousand dollars' worth. Nor is it the part of the manufacturer to ostentatiously undeceive these persons.

It has been asserted that the jobber is between two millstones, the manufacturer and the retail merchant, consequently their investment of capital and energy is poorly paid. While willing to admit that may be the case, there is one thing sure, they fill a sphere of usefulness which is necessary and essential in the process of trade, but I very much doubt if there is any mercantile business in the United States upon which there is so small a margin of net profits as in the jobbing Hardware business.

During the past year, in a communication to our members I referred to the growing tendency of manufacturing industries to enlarge, extend and enter into combinations of interest and monopolies, which in some cases have extended into millions of dollars. The reasons usually given are economy and saving of expense account. In a national election, prior to the present administration, one of the candidates with considerable effect found in it material for a party issue, but later when the effort was made to restrict or neutralize these monopolies, the attorney-general gave an adverse opinion of such a possibility. This decision appeared to give new life, and since that time not only have increased members organized, but the amount of capital invested is somewhat startling. It was recently stated in the *New York Journal of Commerce* that in 1897 one hundred and seventy-two corporations of this kind were in existence with an aggregate capital and bonded indebtedness of over two thousand three hundred million dollars. In addition to this there are limited monopolies whose capital and bonded indebtedness are over six hundred and eighty million dollars, and this represents to-day not less than fifty per cent. of the entire invested industrial capital of the country.

Quite recently a two hundred million dollar enterprise, representing a product which is quite familiar to our members, was quickly floated, and an effort is now being made to control the productive output of another line of manufactured goods, in which many of our members are directly interested, in which not less than the same amount of money is involved. The mind and energies of the average business man are so engaged in the demands and turmoils of trade, and especially is it so in our own line, that it does not appear to have attracted more than ordinary interest or attention, and the average man, so far as I can observe, has shown no great concern as to the ultimate outcome.

But we should not overlook the fact that in these transitions of trade individuality is lost and large corporations with less individuality are frequently indifferent as to the process of goods reaching their ultimate destination. Alleviatory escape from stifling competition, or a reversal of long continued trade relations and methods as between the manufacturer and jobber, from them to the retailer and thus to the consumer, can in no way be secured through individual efforts. Efforts of that nature are not infrequently acknowledged with a pleasant letter (but with a suppressed laugh) and thus the matter brushed aside.

The foresight of the little band of promoters of the National Hardware Association, who met in Cleveland, December, 1894, could scarcely have realized the fact that through co-operation they could "build better than they knew," and too much credit cannot be given to that little band of twenty-eight firms who first enrolled their names and took as their text Article No. 2 of our Constitution and By-Laws, which reads as follows:

"The object of this Association shall be the promotion of more friendly business relations, and mutual confidence and good-will with each other and with manufacturers."

Manufacturers as a rule have commended the officers of our Association upon the reasonable and conservative suggestions we have made to them, and we ask from manufacturers no more than we ask from our members, that they should join with us in the effort to establish a "High Standard of Business Methods." We should not overlook the fact that in the transitions of trade referred to there may lurk the danger of being wrecked upon the rock of insufficient differentials as between the manufacturer, jobber, retail merchant and consumer.

If, therefore, there existed sufficient reasons why the Association should have been formed, they have not been minimized, but have enlarged fourfold. The four years of unusual and depressed trade conditions have been of serious magnitude and have taxed to the utmost the intelligence and energies of both manufacturers and jobbers, but our continued usefulness must depend upon the co-operation

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we have heretofore enjoyed, and while courageous we must be conservative and honest, bearing in mind no man is infallible, but at times likely to err or make a mistake in judgment.

Since the formation of our organization other branches of trade and commerce have recognized the importance of co-operation and we are pleased to learn that not only has new life been instilled into old associations, but the number of associations has increased fourfold. There are perhaps distinctive characteristics in each. The Association of Manufacturers of the United States, which it has been stated was inspired from the success of our own, is largely entitled to the credit of having greatly enlarged our export trade.

We recognize the full importance of the fact that in the pursuance of trade the legitimate retail Hardware dealers of the country, in whose success and prosperity we are mutually interested, have suffered from recent conditions, and especially the fierce competition and aggressive methods of the department stores which are now confronting them, and I feel we should express ourselves as being in sympathy with the earnest efforts which have induced both local and sectional retail Hardware associations. Trade should rest upon mutual confidence and we see no reason why distrust or jealousy should exist in either sectional or local markets.

When the Constitution and By-Laws of our Association were adopted it was considered important that there should be a Committee on Fraternal Relations, one of whose duties should be to encourage the formation of both local and sectional associations. Time has strengthened the belief that these associations can be made instruments of good, recognizing the fact, as we do, that the same trade conditions that exist in one section of the country do not necessarily exist in other locations. While the National Hardware Association could be safely looked upon as the parent of these organizations, it is our belief that these local and sectional associations can do work which will result to the betterment of trade of not only jobbers themselves, but to both manufacturers and retail merchants.

SECRETARY-TREASURER'S REPORT.

This report will, as usual, be a resume of the work of his office during the past year, and will show a balance in the treasury of something over two thousand dollars. I have each year expressed myself, as I do now, that we should confine our expenses to our receipts, and the amount now on hand should be about the minimum amount we should show at the end of any one year unless some extraordinary expenses present themselves. No inconsiderable amount is used each year for visiting sectional and local associations, and I feel that the work in that direction could be safely increased rather than diminished.

I have this year, as heretofore, depended upon the secretary-treasurer to give you the details as well as the results, of what most of you must unquestionably realize it has taken each year from day to day not only hours or days, but weeks of your president's time to arrive at in consulting and advising with your secretary-treasurer. Your other officers, as you understand, have been freely called upon to contribute their time. Is it, therefore, too much to expect of our members to contribute from time to time during the year some thought as to how they can best serve the objects and interests of our association, while at the same time the unquestionable results must rebound to the interests of the jobbing trade at large.

TRANSPORTATION COMMITTEE.

One year ago I referred to the importance of a change in the classification of Hardware, which would lessen the difficulties that all jobbers must encounter in their attempts to comply with the present rules and regulations of the official classification of Hardware.

During the first six months of the present year the tonnage of the railroads was of that magnitude that it was suggested to your president it would be inexpedient to present our claim until some time in the early fall prior to the October Meeting of the Official Classification Committee. While your committee are able to report that there was a favorable recommendation made to that committee by one of the largest railroads in our country, notwithstanding that we received a letter from Mr. C. E. Gill, chairman, under date of November 2nd, saying that at their meeting the matter was given consideration, but it was not deemed expedient to recommend to the various railroads of the country a change at the present time.

I can only infer from what we have learned that matters of such great importance come before this Committee, and especially so at the last session, that this matter so important to us has been temporarily brushed aside. As the matter now stands that Committee have before them a proposition signed by your president and the chairman of the Transportation Committee, asking that they appoint a sub-committee of five of their members to meet a sub-committee from our Association for the purpose of going over the matters mentioned in our correspondence to them.

I recommend that this special work be continued either by a special committee, or by the Transportation Committee which may be appointed for the coming year.

EXECUTIVE COMMITTEE'S REPORT.

This committee will have been in session two days prior to the meeting of the convention. I shall therefore leave reports of all other committees to come through their hands. According to our constitution and by-laws the reports of all committees are referred to them before they are presented.

The members of the Executive committee have during the past year, as they have in previous years, been prompt in giving their opinions on matters which have been presented to them, and I feel that their conscientious work will meet with the approval of all our members.

DEATH OF MR. JOSEPH J. TILLINGHAST.

On November 30, 1897, Mr. Joseph J. Tillinghast, vice-president of the firm of J. M. Warren & Co. of Troy, N. Y., died of pneumonia at the age of sixty-six years. Mr. Tillinghast was present at our last meeting, as he was at all previous meetings, and will doubtless be remembered by all our members as he had always taken an active interest in our Association work, and through his kindness of heart and genial disposition endeared himself to all those with whom he came in contact. He was highly respected not only in his own city but in the surrounding country and his loss will be keenly felt in that location.

Once during the present year, owing to sickness and absence, I called on our vice president to temporarily assume the duties of office. Six months later, from practically the same cause, matters pertaining to these duties were in the hands of the vice president and executive committee, although during the latter period I was in correspondence with our secretary-treasurer. I especially refer to this that it may be understood why during the interim personal correspondence may have been answered by our secretary-treasurer, and second to call attention to the fact that our Association does not, nor is there any reason why it should, depend upon the official duties of any one man.

At our last convention I stated to our members, and especially called the attention of the Nominating Committee, to the fact that I did not think it wise or judicious for any one person to occupy the position of president beyond the extreme limit of three years. Having then occupied this position for that length of time, I asked that my name should not be considered as a possibility for re-election. I would, however, have failed to appreciate the high honor conferred upon me when the Nominating Committee, dis-

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regarding my request, again presented my name (with no other) for re-election had I at that late hour ignored the sentiments they expressed and declined to serve you for the present year. Time, however, has developed no reason why I should change my then expressed convictions, and far beyond the fact that a multiplicity of other duties will require my personal attention for the coming year, I would not think it judicious or wise for the Association to have any one person occupy the chair longer than the time I have served you. I therefore ask that the Nominating Committee center their minds upon a representative head, who with the aid of the wise counsel of our vice presidents and executive committee will be willing to devote the necessary time to your interests in acting as president for the coming year.

I desire once more to thank the officers and members of the association for their kindness towards me, not only since our last annual meeting, but during the entire past four years, and as Section F, Article 4, of our constitution and by-laws, adopted at our last annual meeting, places me upon the Advisory Board, I desire to assure you that in that position it will be my aim to aid in the association's welfare.

Gentlemen, I once more thank you.

The address was listened to with close attention, and frequently applauded.

Mr. Supplee was followed by Brace Hayden, vice-president of the association, and president of the Pacific Coast Hardware & Metal Association. He paid a high tribute to the president, and spoke earnestly of the good work he had performed through so many years of service.

A special committee on the president's address was appointed, as follows: Griff D. Palmer, Rochester, N. Y.; John H. Robbins, Boston, Mass.; Walter R. Stauffer, New Orleans

The Secretary-Treasurer, Mr. Fernley then presented his annual report, in the following form:

REPORT OF T. JAMES FERNLEY, SEC.-TREAS.

We are assembled amid these pleasant surroundings to spend a few days in mutual conference, our object being to become better acquainted with each other, and to interchange ideas which, when put into operation in our respective businesses, will make the obtaining of a legitimate profit on the capital and ability employed a little less difficult than has been the case in the past.

It is but fitting that those to whom you, at the last annual convention, entrusted the management of affairs of the Association, should give a report of what has been done in your interest.

There are many of the details which we will not at this time rehearse, because of the fact that during the year we have kept in constant communication with our membership.

We have addressed you forty-one times. Our president through the secretary-treasurer's office, has addressed you six times; so that in this way you have been kept acquainted with what was being done in furtherance of the important objects of our Association.

It has been the pleasure of your secretary-treasurer to visit during the year 95 members, meeting on the occasion of these visits the various partners and managers of departments, and answering such questions as might be propounded on business methods, giving, to the best of his ability, an explanation of methods in vogue among the most progressive houses of the country.

It is true that we have not traveled quite so much as during previous years, but there did not seem to be the same necessity for so doing; and yet we have been absent from the office thirty-six days, covering in that time some, 8977 miles. We believe, however, that the constant changing conditions of business will require more or less of this character of work.

We have been paying very special attention during the year to competition of manufacturers with jobbers. Various bodies of manufacturers have been interviewed, as well as individual manufacturers, and several thousands of letters have been received and answered from this office, and we are most pleased to report that a much more harmonious feeling has been developed between the manufacturers and the trade, thereby benefiting the manufacturer and dealer.

Where we have interviewed manufacturers as to the expense of distributing their product, it has been demonstrated that the expense far exceeded the percentage the jobber would ask as a differential between him and his customer to cover the expense of doing business.

We have issued from our office such literature as we thought would be helpful to our interests. Some of our literature has been re-published by other Trade Organizations, and given wide circulation.

LOCAL ASSOCIATIONS.

We have interviewed local associations whenever the opportunity has presented itself, and we have done our utmost at all times to induce the members of *our* Association who are connected with these local organizations to loyally support the Association to which they belonged.

In several instances we have found on account of some erroneous report, that mutual confidence was disturbed, but after listening to both sides of the question, and making a thorough investigation, we have found that there was actually no foundation for the feeling of suspicion which existed, and we have left the members of the local association with assurance from them that hereafter they would more carefully investigate for themselves before misjudging their competitor.

After an experience of four years in this office we state without hesitancy that ninety per cent. of all the demoralization is caused by the various dealers acting on more rumors, without investigation.

METAL DEALERS.

During the year it has been our earnest desire to demonstrate to the dealers of tin plate and metals who are connected with us, that we, as an organization, could be of great benefit to them.

We further have called the attention of the manufacturers to the injustice of selling tin plate through persons known as brokers, who have invested no capital, and who do not discriminate between the various classes of trade.

RETROSPECT.

The National Hardware Association has now been in existence almost four years, and it is but proper that we should indulge in a little retrospect, in order to keep in mind just what benefits have accrued to the trade in general, and the members of our Association in particular, as a result of the efforts put forth by the various officers and committees of the Association.

It must be borne in mind that our Association has no precedent to follow, as no definite line of policy was mapped out at the time of its organization, the very nature of things making this impossible.

FRATERNAL RELATIONS.

First.—We found that in many localities of the country bitter feeling existed between the dealers, and even where this was not the case, the various competitors in certain cities had scarcely a speaking acquaintance with each other, At the present time, local associations have been formed in many sections of our land, and there is an extremely cordial feeling existing between the various jobbing houses.

IMPROVED METHODS.

Second.—We found that if any plan for the improvement of trade conditions occurred to an individual house, they were fearful of adopting it, lest the same should not prove beneficial.

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Since the formation of our Association, there has been the greatest anxiety displayed by the various members to adopt the most up-to-date methods in conducting the various departments of the business.

Members of our Association have been freely writing to each other, exchanging blank forms, making suggestions and counter suggestions. The methods of various concerns have been explained by the secretary-treasurer in all their minutia. He has gone from city to city in the last four years, having spent almost one year of that time (counting various days during the four years, it would amount to that) acting as a clearing house of information, receiving a good idea as to business methods in one house, and carrying the same to other members of our Association. The result of this has been of great benefit to all.

There is no question but what it is much more profitable to compete with concerns who are fully enlightened as to the best methods of doing business, than it is to meet those who are pursuing methods which were only adapted to other years. This is a good feature of our work which must be kept up. Conditions will continually change, and we must keep pace with these changed conditions.

At the time of the formation of this Association, to the extent of our knowledge, there were no organizations amongst retail Hardwaremen of the country, or if any, not more than one or two. Since the formation of the Association a number of them have sprung into existence, and from the accounts that we read in trade papers, it may be judged that they are prosperous, growing, and of benefit to their members.

Our own Association cannot but view with great equanimity the formation of these associations. It is certainly a step in the right direction, and must inevitably tend to a clearer defining of the relative positions to be occupied by the manufacturer, the wholesaler and the retailer.

We have for years been suffering from unintelligent and greedy strife for trade. The manufacturer has encroached upon the wholesaler, the wholesaler upon the retailer and any movement that will tend to bring the distribution of merchandise into its proper channels must be hailed with delight by all well meaning men.

We hope that retail associations both in large cities and in states will continue to be formed. That they will exert their influence for the benefit of their members, and that this Association may have the pleasure of dealing with retailers through the medium of these associations, establishing relations that will be alike friendly and profitable to both.

In an association like ours, covering such a vast territory, we find there are a few people who, as our president recently expressed it, expect us "to strike the bull's eye at every shot." We do not know how to do this; we are simply trying to "strike the bull's eye" frequently enough to justify us in holding the "gun."

There are some few who would like to keep ledger accounts with our Association, putting to the debit side of the account the amount of dues, and crediting the account with the amount of direct pecuniary advantage which they secure. From the very nature of our work it is not possible to keep such an account, but we feel that any member engaged in business in this country who will carefully review the work of the past four years, will be forced to admit that it has been of vastly more than sufficient benefit to them to justify continued active and financial support.

We certainly have demonstrated that as an organization we have bettered the conditions existing at the time of our formation, and further, that we have a wide field of usefulness open for us.

This condition of affairs has been brought about through the instrumentality of an organization which, from its incipiency, has been under the guiding hand of a man in the office of president who has had the confidence and esteem of every member of the Association as well as of the manufacturers of the country.

At the sacrifice of his personal interests he has at all times been willing to give his time and talent to our organization, and if your secretary-treasurer has been of any value to you, it is because of the fact that he has been under such most excellent instruction during his term of office, and our success as an organization is further due to the fact that our president has been supported by an extremely able first and second vice-president, and by an executive committee composed of men with the brightest intellects within our ranks.

If the jobbers of Hardware in this broadening land will stand "shoulder to shoulder," this, our chosen avocation, will become more profitable, so that from the Zenith City of the Unsalted Seas to Porto Rico, and from Maine to Manila, we will hear shouts of approval from the throats of 20,000 retailers, 3500 manufacturers and 200 jobbers.

At the conclusion of the report, Mr. Fernley presented to the eyes of the convention the full printed minutes of the Buffalo convention of 1897, and very solemnly asked if he should read them. A half-suppressed groan was heard, and one gentleman moved that the public reading should be dispensed with, and Mr Fernley instructed to go into a corner, and read them to himself.

TALK FROM MANUFACTURERS.

President Supplee said that it was now in order to listen to the impromptu speeches of such manufacturers as were present, and that the convention would be delighted to hear from them. As no one volunteered, he proceeded to draft them into service.

The first gentleman called upon, was Henry B. Lupton, secretary of the Oliver Wire Co., Pittsburg. Mr. Lupton said:

Mr. President: Three years ago your Association honored Pittsburg by holding your annual convention in that city. After the meeting had adjourned and you had returned to your homes, our president called his business associates together. He said that never before had he appreciated the extent of the jobbing Hardware interests, and from that day he wished us to feel that the distribution of our products must be, as far as possible, through the jobbing Hardware houses. (Applause.) Our sales ledger of 1895 showed 3,200 accounts; our sales ledger of this year will show less than 1,100 accounts, and with a very largely increased business, with a decrease in losses and a decrease in the expense of doing our business. In every respect the business has never been so satisfactorily done as during the past three years, when the distribution of nearly 100,000 tons per year of wire product has been done through the jobbers of the United States, and for your cordial support, gentlemen, we desire to return our sincere thanks. (Applause.)

May I say a word on another subject, one in which both manufacturers and jobbers may take great pride. It is the wonderful increase of exports of the iron products. In 1881 the exports of iron products were about $12,000,000 and the imports nearly $80,000,000. In 1897 the imports were reduced to $12,000,000 and the exports increased to over $80,000,000, showing a complete reversal; this year the proportion will be far greater, and while the figures cannot now be had, the exports, we hope, will exceed $100,000,000 worth of the iron products of the United States.

Mr. Carnegie, in his masterful speech a few days ago at Pittsburg, made the assertion that there was scarcely a spot on the earth that Pittsburg could not lay down the finished product cheaper than it could be made by the home manufacturers.

This, gentlemen, takes from this country its surplus, and we need no longer fear the over-production of our factories and the consequent uncertainties in the market. Gentlemen, I thank you for your attention.

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The chairman said: "We would like to hear from Mr. Chas. T. Landers, of Landers, Frary & Clark, New Britain, Conn."

Mr. Landers addressed the Association as follows: A friend last night said to me: "Has the National Hardware Association been any benefit to the manufacturers; if so, what about it?" It does not require much thought. I say unhesitatingly that I think it has been of great benefit to the manufacturers. I speak from my own experience. I think one great benefit has been done in a negative way—in what it has prevented in the last four terrible years of poverty. Perhaps you gentlemen here can realize what would have happened between 1894 and 1898 if you had not had your Association. You don't want to forget that. It has saved a great amount of trouble which would have happened. Then, in regard to the other advantages, there need hardly be anything said. The manufacturers come here and meet the jobbers; the heads of manufacturing concerns meet the head of jobbing concerns in a way that would be utterly impossible in any other way. Not only meet them individually, but get the effect that you get from consensus of opinion, and this has been very great.

I want to say just one other thing: In my judgment the success of this Association has been due not only to the co-operation and work of its members, but to the admirable way in which it has been managed. If the president and secretary of this Association, and executive committee, were made up of narrow gauged men, they would not only have wrecked your Association, but they would have wrecked the Hardware trade, both jobbing and manufacturing. I want to say to you, Mr. Secretary, that I have had twenty years' intimate acquaintance with the president of the Association. I have had to go before him in regard to several matters connected with the Association, and I want to bear testimony here that the judicial knowledge he has shown, and the utter absence of any possible personal or selfish interest, has been simply a marvel. It is for you gentlemen here to properly understand it better than I, but I want here to express my appreciation, not only to the president, but to the executive committee. So far as the secretary and treasurer is concerned, every manufacturer in the country who has come in contact with him is under personal obligation to him. To the individual members of the Association, this is not the place to express my regard for it, but it is my place to express my feelings to the Association as a whole, and that I do.

The Chairman: "I will call on Mr. Charles L. Mead, of the Stanley Rule & Level Co., of New Britain, Conn."

Mr. Mead said: It is a mystery to me to know why I should be called upon to address you upon this occasion. I came from Vermont, and I see Vermont has not a Hardware jobber in her limits, according to the book here.

I know you would not, Mr. President, but perhaps the younger men here would think that Admiral Dewey and I were samples of the whole of Vermont, but I will tell you a story of two brothers that I knew from Montpelier. One of them went out to Seattle. Unfortunately he died, and they telegraphed home to his brother to know what they should do with the body, and they said it would cost $100 to embalm him and send him home. The brother telegraphed back that they need not do anything about it, but they felt so sympathetic out there, and knew the tender relations between the two brothers, that they telegraphed back—it was in winter—that they could freeze him for $25 and send him home. He replied to that, that the winter before last his brother was frozen up above his knees, and if they could freeze the rest of him for fifteen dollars they might do it!

There is a maxim the old farmers there had: "It is the still pig that gets the most swill." That is not the text I am going to preach; it is a maxim up there. You men in rural communities know how it is. Some pigs put their noses right in and keep eating. Other pigs squeal and try to put their noses into the other pigs' feed, and they don't get fat. I think there is a lesson for all of us in that, manufacturers and jobbers too. I think it is the still pig that gets fat. You notice in a field cattle are turned out, and you see most of them go to eating; those that make good beef, just eat and keep eating, but there is once in a while a young steer, or maybe a calf, who put their tails up and fly around the field, and don't attend to their eating.

These four years that have passed I notice in your report about coincide with the time when we have had pretty hard times in this country. It has been rather dry times. There has been a great attempt for cattle to get over into the next pasture; some gentlemen have run around, and no business came. I think they have not only lost time, but not done as well as if they had remained in their pastures. To my mind success is attained by staying in your own pastures. I am sure that those who have adhered closest to that, have done the best. In my judgment we are going to have better times. I think with Mr. Landers that if it had not been for this organization in the last four years, conditions existing to-day would have been very much worse I think now on return of prosperity that the time that has been spent by you and by the organization as a whole in educating people to keep in their own pastures, and to cultivate their own fields, that the benefit will be felt in a wonderful degree, and I hope that the organization will go on, and perfect that advantage which it has commenced, and we shall see when these better times come, which I believe are surely coming, that men have learned something. I think the jobbers and manufacturers have learned hard lessons these last four years. I think we are in grand shape now to go into a period of prosperity, which I believe is just before us.

President: "I will call on Mr. Wilton C. Smith, of the Rockford Bit Co. to address us."

Mr. Smith: I can confess frankly that I am much interested in the career of the National Hardware Association. I think its purpose is to enable us to avoid mistakes in our business life. It reminds me of a story told by Mr. Depew. He said that once on one of his numerous visits to Utica, he was invited to go through the insane asylum. They took him down to one of the cells, and he found the inmate sitting astride of an old table. He had a stick in his hand, and he was pounding the table vigorously. Mr. Depew to be sociable, said: "That is a very nice horse you have?" The man said "No, it is not a horse, it is a hobby." "Well," said Mr. Depew, "I see." He said, "Mr. Depew, do you know the difference between a horse and a hobby?" Mr. Depew said: "I confess that I do not." The man said: "*You can get off of a horse.*"

At a meeting I attended in Chicago yesterday, one of the speakers spoke about the Eastern people coming out to the wild and wooly West, and said that after leaving New York it was like camping out. It reminds me of the experience of a prominent Irishman in Chicago—a man with a good deal of money. He went on to New York and spent a week or two recently, and one of his young business friends asked him if he had seen New York. He said yes, he had, to some extent. The Irish gentleman said: "I have just been there and visited the Waldorf-Astoria, and the Brooklyn Bridge and various other things," and his young friend asked him if he had any idea what coffee was worth at the Waldorf-Astoria. His young friend wanted to find if he had actually been there. He told his young friend "Yes, it is worth forty cents." The young man said, "You have never been there—it is sixty."

I might quote some remarks that I made yesterday that I think much of the amicable relations that now exist between the manufacturers and jobbers, is owing to the wise and conservative policy of your association, and also to

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the care of your efficient president, and your industrious and energetic secretary, and I would predict that if the same policy is pursued in the future that has been in the past, that it will enlist the support and co-operation of manufacturers throughout the United States, and I believe that this little point you would see realized; that if this spirit continues in the future you will find the jobbers insisting that the manufacturer shall have a fair return on his manufactured product, and then you would find the manufacturer not to be outdone by his generous brother, would be protecting the jobber on every hand, both as to profits, and from competitive rivalry.

Mr. Clark, president of Clark, Quien & Morse, Peoria, Ill., spoke in behalf of the United States Eaves Trough Mfg. Association, as follows:

I wish in behalf of the National Association to thank this Association for what they have done, and also the individual members, and particularly those of New England and Boston, for their aid in carrying out our plans; and while we have not yet been able to get matters in such shape, so we can make a reasonable profit upon this line of goods, but we have arranged so you can make a reasonable margin upon pipe fittings, and we are indebted to the co-operation of Boston members who influenced certain manufacturers to work with us, and we hope within the next six months to be able to get the entire line in such shape that will afford every jobber a profit of from 15 to 20 per cent. Whether we will be able to accomplish it or not we are not certain, but we believe with the assistance of the jobbers of the country, who handle this line of goods that we can bring this matter about, and I wish to thank you for what you have done in the past.

The president: "I see Mr. C. S. Van Wagoner, of the Van Wagoner & Williams Hardware Co., Cleveland, Ohio, in the room and we would be pleased to hear from him."

Mr. Van Wagoner said: Four or five years ago when this association was started at Cleveland, I think the manufacturers were rather apprehensive as to what would be the attitude of the association towards them. I remember at that time they were in a speculative frame of mind as to whether they were going to be ignored. I am very much pleased to say that, as time has passed on we have not had any irritating interference or dictation. I don't know of a case in which the Hardware Association has acted in a dictatorial or arbitrary way to the manufacturers. Now, I think that is eminently satisfactory, so far as the manufacturers look upon this association's work. On the other hand, I think judging from my own experiences, that the social relations that have been cultivated among the jobbers of the country towards the manufacturers have been of very great service. I am sure that uppermost in my thoughts comes the feeling that the social part of these gatherings is very beneficial. I don't know how I could reconcile my position of a sort of hanger-on to the association if it was not that the jobbers of the country are so cordial towards the manufacturers who visit them at these times; and there certainly is a great deal in the good will that a man possesses towards another. If you have the friendly feelings of the jobbers of the country towards your concern it goes a long ways towards encouraging you. There are many turning points in business on which good will is the factor that turns the scale in your favor, and I believe in that one particular alone the manufacturers who visit these gatherings have had direct benefits. There is one thing, however, that always troubles me about dealing with the jobbers of the country in general. It is not this question of going out and soliciting outside. We always sell our goods through jobbers; but there is a terrible sense of the amount of cheek that the average buyer possesses; it is something appalling to the average manufacturer, and I would suggest, Mr. President, that a committee on "cheek" be appointed to look after the buyer of the ordinary jobbing concerns. Now, seriously, it is a pretty hard thing sometimes for a man to be told in a kind of an indirect way—a sort of innuendo—that he is not low enough. Well, now, I don't mean to say that the buyer is not a conscientious man, but I think in the course of time his trying it on in every direction gives him a facility in befogging and deceiving the innocent manufacturer to a point where he is actually done up when he should not be. If there is any one thing in the way of grievance that I have to present to the association, it is that I have got to take as a matter of pure faith the assertions of the jobber, that I am really not low enough and he must have another five, ten or fifty cut in order to meet his competitors; I must go it blind. Outside of this, I believe the association as a whole, in improving its business methods among jobbers, indirectly affects manufacturers favorably, and I should be very much pleased indeed if the manufacturers had an association similar to this. I think to-day the weakest point in the manufacturer's position is that one is used against the other, and the profit is ground out of his business. It is a very serious thing when our largest hardware manufacturing concerns are hardly able to make a profit on all of their large capital. Now, I think that the cheek of a buyer has a good deal to do with it. Now, gentlemen, I don't mean this personally. I feel, however, that there ought to be some way or other in which a man should not have to go it blind at critical points as much as we manufacturers do. Of course these are natural events and causes and we cannot help it. The manufacturers are looking for a loophole out of their troubles in the foreign market.

President: "We would like to hear from Mr. J. C. Birge, President of the St. Louis Shovel Co."

Mr. Birge said: Mr. President you know very well what I do, that I am not expected to say anything here, and when one appears before an intelligent body of men like this, he ought to have something to say, and should be prepared, because it is a bright body of men. I heard one of your members state this morning that it was the finest looking body of men he had ever seen. I would not like to dissent from the gentleman's opinion, because it was made by a Hardwareman. We have to be very careful what we say to the Hardwaremen. The relation of the manufacturers and the jobbers ought to be and is a very important one. For the two companies which I represent, I will state to the gentlemen here to-day, that we do not have on our books, the names of 25—centainly not more than 50—retailers, where five years ago, we had very many hundred on the list; and I think one of the two concerns which I have the honor to represent, has had relations with nearly every house that is represented here.

The gentleman spoke of the character of the Hardwaremen generally. I do think, sincerely, that as a body, it is made up of the best business men in America, and I state without any reserve, they are progressive men.

The gentleman standing over there referred to the relations between the buyer and the jobber. Of course you know the buyer is the worst of the two, although we have to do a little buying, but down in our town of St. Louis a few years ago there were two retailers. They were very intimate with each other, and used to make social visits with each other, and one of the retailers came into the other's store one day, and said he "Brown, I have learned a new trick." "Is that so, what is it?" "Honesty is the best policy." Well, Smith went home, and they didn't meet again for four or five weeks, until one day, Brown went down to make a social call upon him, and after talking some matters over, he said, "By the way, how does your new trick work? Have you used it lately; honesty is the best policy?" "Yes," he said, "I tried it on a Vermont dealer who came down here on a horse trade, and he beat the stuffing clean out of me." I suppose that every sales-

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man has tried to be honest. I have made some deals, and I always tell the truth.

The relations between these two organizations are as vital to the manufacturers as they can be to the jobbers. The business of the manufacturer, dealing at least in the kind of goods which I have anything to do with, is to sell to the legitimate trade. The jobber, having a place in the trade, the manufacturer should recognize it. Now, I do not state that as a fundamental principle, and I wish to state without elaborating upon that, for the conclusions are simple; I do state that in our relations with the Hardware Jobbers Association, which have been very intimate, has brought me on various occasions in contact with your worthy president and secretary. They have been pleasant; their suggestions have been good, and we have profited very largely by it, and I thank them for what they have done, and I thank the gentleman here, many of whom I hope to meet before I leave here, for the cordial welcome which you have given to the manufacturers here.

The President: "I will take the liberty of calling on Mr. George Hart, of the Stanley Works New Britain, Conn."

Mr. Hart said: Mr. Chairman and gentleman; I am not accustomed to making impromptu remarks. I understand remarks are to be impromptu. It is so stated in the bill, and I regret not having had a little more notice in which to prepare myself. I am sure that I cannot add anything to what has already been said by the people from our own town, with reference to the benefits of this Association. We have heard something in regard to the character of the people in Vermont, and in regard to the people in Connecticut, there are two classes there—agriculturalists and manufacturers, but some of the manufacturers are *farmers*. As far as the question of the relations between the manufacturer and the jobber are concerned, I think that the question of organization, which is the prominent one in these days, has got to be carried back of the jobber to the manufacturer, in order to bring about the full and perfect results which this Association is trying to accomplish. I can understand that the organization of the jobber tends to the profit of the jobber, and indirectly to the profit of the manufacturer, but there is the other manufacturer to be considered, who is in competition with the rest of the manufacturers in the same line, and if the organization is to be carried clear through to a finish, it seems as though the manufacturers have got to be hooked up in the same kind of a way, and anything that this organization can do to bring about so happy a result as that, which will be profitable to the manufacturer, will of course, be very gladly welcomed by the people of Connecticut.

President: "I will call on Mr. James D. Foot."

Mr. Foot, of the Kearney & Foot Co., New York, addressed the Association as follows:

Mr. President: I had very little notice that I was expected to make any remarks. My views have already been so very well expressed that it seems useless for me to speak now. This organization has come to be respected by the manufactures. The manufacturer has got to get his goods on the market in the most economical way, and they have got to go through the jobber. I think if it was not for the Association to-day, we would be years and years behind. The work of the Association has put jobbers on the proper basis. Our standing is such to-day that it is possible for a man not classed as a jobber to be written a letter asking; "Are you a member of that Association—the general association of the United States?" There is another point touched upon in the president's address, which is of great advantage to the manufacture and jobber to consider; that is the subject of the classification of freights and things of that kind. Gentleman, it is possible for you to take up the various lines of Hardware manufactured and see that freights are maintained on an equitable basis. You can go before the traffic association with force and with strength. This is one point that I wish to make strongly. In my younger days I travelled a good deal, and saw my customers. As we advance in life, we find that manufacturing interests keep us nearer at home, and it is impossibe for us to get out and see those with whom we are doing business. In a meeting of this kind we can accomplish in a few minutes' conversation, what would take a great deal longer time to accomplish through travelling salesmen and correspondence.

At the conclusion of these remarks, a recess was taken until 2 P.M.

THE AFTERNOON SESSION

was devoted largely to the reports of standing committees, and to miscellaneous business. The report of the press committee was as follows:

To the members of the National Hardware Association: The work of the press committee has been exceedingly light, and certainly of not a very pressing nature, and there is no occasion for a detailed report. The chairman of the committee, Col. Maurice Belknap, has undertaken a more onerous duty in volunteering his services for the defense of our beloved country, being at present stationed at Porto Rico. We can but voice the sentiment of our Association in wishing him success and glory in his undertaking.

Respectfully submitted,

CHAS. KRUSE,

For the press committee.

That of Entertainment Committee was as follows:

Mr. President and Gentlemen: Your entertainment committee, mindful of the hearty support that the City of Milwaukee received when its name was proposed at your last year's convention, have spared no efforts to make your visit as pleasant and enjoyable as we know how.

We have chosen for headquarters, a hotel that would be a credit to any city, and the manager, Mr. Severance, has temporarily turned the ownership over to you during your sojourn. He simply requests that he be not discharged by you until after the convention, as he intends to make it as pleasant and homelike for you as lies in his power.

We have arranged for a social gathering or smoker on Wednesday evening at the Deutscher Club, for which Mr. Sammond, president of the Lyric Glee Club, has kindly tendered the services of his Club. Your committee begs of you to make this affair as informal as possible, and use this opportunity of becoming better acquainted.

In justice to you who come from far distant homes, and in justice to our city, your committee has insisted upon having one afternoon for a drive. We have arranged this for Thursday afternoon, Nov. 17th, and have bribed the man at the head of the weather bureau not to interfere with our pleasure. En-route we shall show you some of the industries that make Milwaukee famous.

Friday evening, at 8:30 P.M., the annual banquet will be given at this hotel.

Your committee has opened an office at this hotel, and members and friends can find same by looking for the sign on the door which reads: "National Hardware Association. Information Bureau." In this office all business pertaining to the entertainment committee will be conducted. Tickets for the smoker and banquet will be given out here. The railroad secretary can also be found in this office.

Some one of the committee will be constantly on hand from 9 A.M. to 8 P.M., and we trust you will come to this office for any information or assistance that lies in the power of the committee to give.

Respectfully submitted,

FRED PRITZLAFF,

Chairman Entertainment Committee.

Greetings were also brought from a number of sister Hardware associations by the gentlemen whose names are found below:

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New York State Association of Hardware Jobbers, Charles H. Turner, president.

Philadelphia Hardware Merchants' & Manufacturers' Association, James H. Ritter, president.

Nashville Hardware Jobbers' Association, Col. R. M. Dudley.

Iowa Hardware Jobbers' Association, J. P. Patrick, president.

Pacific Coast Hardware & Metal Association, Brace Hayden, president.

Southern Hardware Jobbers' Association, O. B. Barker, vice-president.

New England Hardware & Iron Association, W. Chamberlain.

THE SMOKER.

As outlined in the above report, the members and their guests attended a smoker in the Deutscher Club. Special cars drew up before the Hotel Pfister at 8:30, each one decorated with electric lights in red, white and blue. On entering the club grounds, the guests were pleased at confronting a great placard in colored electric lights, spelling the words:

«WELCOME»

National Hardware Association.

A most excellent progrrmme of music had been prepared, and after the visitors were seated at convenient little tables, with specimens of Milwaukee's famous products before them, it was rendered as follows:

1. OVERTURE—America, - - - - - Tobani
2. THE BELLE OF NEW YORK, - - - - - Kerker
   Jos. Clauder's Otchestra.
3. SWORD DANCE, - - - - - - Gounod
   Lyric Glee Club.
4. WALTZ—The Song of Flowers, - - Clauder
   Jos. Clauder's Orchestra.
5. (*a*) HUSH ! - - - - - - Neidlinger
   (*b*) THE BLACKSMITH'S CHORUS, - - -
   Lyric Glee Club.
6. SOLO FOR CORNET, - - - - - -
   H. C. Epeneter.
7. RECOLLECTIONS OF THE WAR, - - - Beyer
   Jos. Clauder's Orchestra.
8. A TACK, - - - - - - Sprague
9. MY PRETTY MAID, - - - - - Caldicott
   Lyric Glee Club.
10. MEDLEY—Boquet of Melodies, - - - Clauder
11. AMERICAN PATROL, - - - - - Meacham
    Jos. Clauder's Orchestra.
12. BEAUTY'S EYES, - - - - - Shattuck-Tosti
13. A WET SHEET AND A FLOWING SEA, - - Lloyd
    Lyric Glee Club.
14. PLANTATION SONGS, - - - - - Brahm
    Jos. Clauder's Orchestra.

The music, both vocal and instrumental, was rendered in the highest manner by two of the noted musical organizations of this musical city. Songs of a patriotic and happy nature were also sung by the audience in the intervals between the numbers.

THURSDAY MORNING SESSION.

The Thursday morning session opened at 10 A.M., with President Supplee in the chair. The first order of business was the reading of a paper entitled, "Best Method of Arriving at a Selling Price of Miscellaneous Goods," by F. W. Hurty, of the Farwell-Ozmun, Kirk & Co., St. Paul, Minn. It was of great interest and attracted close attention.

The president then called attention to the subjoined questions which appear upon the official programme, and which had been propounded by Mr. Supplee, for the purpose of calling out the views of the members of the Association, upon the subject of giving more attention to the marketing of goods. These questions were as follows:

First. Are we not giving more attention to buying our goods than we are to marketing them?

Second. Are we not apt to think that the first is of greater importance than the latter?

Third. Is the person, or persons, in charge of the salesmen the best possible available selection you could make from those around you?

Before the general discussion was taken up, the president stated that he had invited Charles W. Emery, of St. Joseph, Mo., to read a paper upon "The Salesmen's Department." Mr. Emery was for a number of years in charge of the salesmen's department of the Wyeth Hardware & Mfg. Co., of St. Joseph, and has made a special study of all that pertains to this great and important department of the modern jobbing house. He has embodied his views and conclusions in a paper which he presented to this session of the Association. In response to the introduction of the president, Mr. Emery stated that this paper was now being published serially in *Hardware* the first number appearing in the issue of November 10th. (The second installment appears in to-day's issue.)

Mr. Emery's address was listened to with marked attention, and at its conclusion he received many congratulations for the clearest and ablest presentation of the subject that had yet appeared. An extended discussion along the whole line of conducting a salesmen's department and the necessity of such department ensued. On motion, Mr. Emery was tendered a vote of thanks, which was given heartily and unanimously.

On motion, the Association ordered that Mr. Emery's papers, with others, should be printed in a pamphlet immediately; and the secretary-treasurer was also authorized to send each member of the Association marked copies of *Hardware* containing these articles.

IN REMEMBRANCE OF MR. SUPPLEE.

The feeling was universal that some formal action should be taken by the Association to show its appreciation of the long and faithful service President Supplee had given and of his labors in connection with the creating of the Association and placing it upon the substantial foundation on which it rests to-day. This expression was voiced in the appointment of a special committee, whose duty should be the drafting of a memorial expressive of the above facts, and the selection of a suitable testimonial to accompany it. The committee, appointed by the vice-president, is as follows: George J. Laighton, New York; Alfred D. Clinch, New York: Charles H. Turner, Albany.

A VIEW OF MILWAUKEE.

Thursday afternoon saw no meeting of the Association, but was devoted to a carriage drive about the city as guests of the Reception Committee and the local Hardwaremen. A long line of carriages set out from the Hotel Pfister at 2:30, and points of various interest were visited, among them being the public parks, Pabst's great brewery, Kieckhefer Bros. mammoth tin-making establishment, etc. It was a delightful drive, despite the somewhat chilly atmosphere.

A number of the local associations held gatherings in the evening, such as the Iowa Jobbers' Association, the New York State Association of Hardware Jobbers, etc. At the gathering of the last named it was decided to hold the next meeting in February next, at Wilkesbarre, Pa., as one member of the Association resides in that State.

THE FINAL SESSIONS

were held on Friday forenoon and afternoon. The main thing of importance was the election of officers for the ensuing year. The absolute decision of Mr. Supplee not to accept office during the coming year caused the Associa-

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tion to turn unanimously to H. H. Bishop, of the McIntosh-Huntington Co., Cleveland, O., who has for several years past acceptably held the position of first vice-president. It was the personal desire of Mr. Bishop that he should be excused, but the Association decided otherwise, and accordingly the following officers were chosen for the ensuing year:

OFFICERS FOR 1898-9.

President, H. H. Bishop, McIntosh-Huntington Co., Cleveland, O.

First vice-president, Col. Morris B. Belknap, W. B. Belknap & Co., Louisville, Ky.

Second vice-president, Brace Hayden, Dunham, Carregan & Hayden Co., San Francisco, Cal.

Secretary-Treasurer, T. James Fernley, Philadelphia, Pa.

Executive Committee:

John Bindley, Bindley Hardware Co., Pittsburg, Pa.

W. Chamberlain, Emery-Waterhouse Co., Portland, Me.

Samuel A. Bigelow, Bigelow & Dowse Co., Boston, Mass.

R. A. Kirk, Farwell, Ozmun, Kirk & Co., St. Paul, Minn.

Richard W. Shapleigh, A. F. Shapleigh Hardware Co., St. Louis, Mo.

John C. Koch, John Pritzlaff Hardware Co., Milwaukee, Wis.

These names were presented by Brace Hayden, on behalf of the Nominating Committee, which consisted of Brace Hayden, chairman; William T. Gummey, R. M. Dudley, John H. Robbins, C. A. Knapp, J. G. Standart. John T. Sterling moved that the report be adopted by a rising vote, as a whole, and that the secretary be instructed to cast the vote of the Association. It was so ordered, and when the decision was announced, it was greeted with applause.

President Supplee then said: I desire to say a few words before calling for the incoming president. I now have been president of this Association for four years, and I have called upon your newly elected president on numerous occasions, and no man has been more faithful than he. I have made requests upon him under circumstances which would have kept most men at home, and he always responded to my call. I have called upon him frequently by telegram, requesting him to be on a certain committee, whether distant from home or near, and he has responded to my request. He has been loyal to our Association and it gives me great pleasure to say to you that you have made a very wise selection, in my opinion.

Mr. Chamberlain proposed three cheers "for the incoming President!" They were given with a will.

Mr. Hayden said: Gentlemen, if you will permit me, I wish to say that Mr. Bishop has been prevailed upon to take this nomination at a great and serious detriment to himself. His firm has refused positively for a long time to have his name considered, and under the circumstances, I think we are all highly indebted to Mr. Bishop for permitting his name to be used.

Mr. Evans: I make a motion that you appoint a committee of two gentlemen to escort the incoming president to the chair.

President: I appoint Mr. Evans and Col. Dudley to do that.

Mr. Bishop was escorted to the chair, and spoke as follows: Gentlemen, I would be very insensible of the honor you have conferred upon me, if I did not in a very few words, express my appreciation of it. I want to first express my obligations to Mr. Hayden for the few remarks that he has made, which would otherwise be necessary upon my part. This is an office which I have not sought. To be candid with you, I don't want it very badly, because I have some misgivings in regard to my ability to discharge it as fully as it has been discharged in the past. However, a man can do no better than he is able to, and it is my duty to a body of men like this assembled before me, to perform that duty to the best of my ability. And those who know me are fully aware that I will do so. The future of this Association, in my opinion, depends not so much upon its officers, or the man who occupies the executive chair, as it does upon individual members. I would like to take the opportunity here presented, if possible, to impress that upon your minds, more strongly than it has ever been impressed before. You have had, during the past year, an executive committee consisting of your president, two vice-presidents, and six members—nine in all, who, as a matter of fact have done about all the work of this Association. This condition, as outlined to you in the report of the committee was not right. The combined wisdom of the trade is not contained in any nine men in this assemblage. It is in your power, and it is your duty to assist those officers to the extent of your ability. I contend that it is an absolute necessity for the life of this organization that every man, no matter what the size of his firm may be, no matter how important he may consider himself, as a portion of the organization, to put his shoulder to the wheel and push the entire organization forward, and in accepting the office of president, I want to do so with the feeling and pledge upon your part that any efforts I may make, or that the members of the executive committee who will be associated with me, will be seconded by you—that is by your advice and your counsel whenever you may be called upon, and each one will feel it his duty to come to the front.

Looking around upon this assemblage I see men who I know possess ability, and who seem to keep their light under a bushel. That is not right, gentlemen; we should all do our share of the work.

I can only say that I am deeply sensible of the honor you have conferred upon me. I propose to occupy the position to the best of my ability. I propose to keep it for a term of twelve months, if I am spared. In the course of the next twelve months you must think up some other man to succeed me. I renew my thanks to you, gentlemen.

President Supplee: With the exception of Mr. Koch, all the members have been on the executive committee before, and we would like to hear from Mr. Koch.

Mr. Koch said: Gentlemen, I did not come here with the expectation of being placed on the executive committee. I have not done much work in this assembly. You ought to have selected another man. I am pretty well tied down with work, but if you insist upon it that I shall take the office, I will do all in my power to do as much work as it is possible to do. I shall do all that I possibly can to assist the executive committee and the officers in a general way for the good of this Association.

The president: There are several members who have been elected again; the convention would like to hear from them. Mr. Brace Hayden, we would like to hear from Mr. Hayden.

Mr. Hayden said: Gentlemen, I am heart and soul in sympathy with the work of this National Association. I don't know of anything that would be of greater benefit to the trade at large than the work of this Association. I think it must be apparent to you all that an improvement has been made in many of our conditions during the past three years, and I am quite certain that much improvement could yet be made, and as we go on year by year I think our Association will strengthen, and I think it can be truthfully said before very long that what we have undertaken has proved of great benefit financially, morally, socially and every other way. I certainly thank you for your confidence, and shall do all I can to further the objects and interests of this Association.

W. S. Wright: Gentlemen, I would like to offer a resolution that the thanks of this organization be extended to the

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officers and executive committee for their untiring efforts on behalf of the Association, and that each individual member of the Association pledge himself to loyally support them in their efforts, and give them all the assistance and co-operation in their power.

The resolution was unanimously carried.

Geo. J. Leighton: I desire to put a motion that we give to you as president during the last four years a special vote of thanks for your fidelity and for the benefits we have all received from your superintendence of this organization.

The motion was seconded and unanimously carried.

The president: It is not necessary for me to make any extended remarks upon that. I assure you that I appreciate it, and I appreciate the confidence reposed in me by the members here, and I have appreciated the number of letters which I have received in regard to that, and I appreciate your kind feelings towards me and the leniency you have extended toward me during all the time I have presided. I thank you.

REPORT ON PRESIDENT'S ADDRESS.

The committee appointed to prepare and present a report upon President Supplee's annual address, made their report, which was adopted, as follows:

Mr. Chairman and Gentlemen: Your committee to whom was referred the president's annual address, begs leave to report, first: After careful consideration of same, we find that the majority of the points touched upon have been duly considered by the Executive Committee. We note one exception, namely, that which pertains to the classification of freights, etc. This matter we would respectfully request, be referred to the Transportation Committee, with a recommendation that this committee be requested to keep up the work along this line commenced by our worthy president. The balance of his address we commend to the careful consideration of the members, as your committee consider this address of our president as one of the most valuable of the series of very valuable papers coming from that source. Your committee has hoped to incorporate in their report proper resolutions, etc., that would express the high consideration and esteem in which our president is held by this association. We feel that this matter will be given full justice by the special committee appointed for that purpose and would respectfully recommend that the resolutions when presented by this special committee be published and become part of the annual report of this convention.

THE FINAL SESSION

was held on Friday afternoon, at the usual hour. The most important thing considered was the place for the convention of 1899. Several cities aspired to the honor of acting as host upon that occasion. Brace Hayden extended an invitation in behalf of New York. John Bindley did the same for Pittsburg. James H. Ritter acted as spokesman for Philadelphia. Letters were received from prominent Hardwaremen of Richmond. Detroit was represented by a written invitation from the Governor of the State, Mayor of the city, and various commercial bodies.

After some discussion and a vote it was found that Pittsburg had it by a large majority. This was due to its central location, and possibly some of the delegates remembered the gathering of the clans, which was held there several years ago.

Resolutions of thanks were extended to the manager of the Hotel Pfister; to the people of the city of Milwaukee, and especially to the local members of the Entertainment Committee for the manner in which the association had been hospitably and handsomely entertained, after which the meeting adjourned.

VISITORS WELCOMED.

A large number of manufacturers were present at the convention and banquet and were made warmly welcome by the officers and members of the association.

AN IDENTIFICATION BADGE

to be worn in the buttonhole of each member was furnished, with a key, so that each might be known by his number. These badges were blue, with an anvil of gold, surrounded by the name of the association. They were presented to the association by the Ferrosteel Co., of Cleveland, Ohio.

THE ENTERTAINMENT COMMITTEE

exerted themselves from first to last for the benefit of visitors, and an information bureau was run all through the sessions, in a special room provided for that purpose. The burden, naturally, fell upon the Milwaukee members, who labored both night and day. The full committee for the past year consisted of the following gentlemen:

Fred C. Pritzlaff, Milwaukee, chairman; Hon. John C. Koch, Milwaukee; Erwin Foerster, Milwaukee; John R. Griffith, Philadelphia; Lorenz Maschauer, Milwaukee; Hobart Weed, Buffalo; T. James Fernley, Philadelphia.

THE J. D. WARREN CO. EXHIBIT.

A great many of the visitors found pleasure and profit in calling at room No. 5, parlor floor, of the Hotel Pfister, where an admirable display was made by the J. D. Warren Mfg. Co., Chicago. Mr. Warren was present in person, and was assisted by several of his office staff in showing the wonders and beauties of workmanship there displayed. All the modern boxes, cases, drawers, etc., which have found recent description and illustration in the columns of *Hardware*, and many which have not yet been shown, were set up as in actual use, and the visitor could see at a glance the handy and artistic manner in which the Hardware store of to-day is conducted, when arranged in accordance with the requirements of modern art. The expressions of approval were general, and the verdict was unanimous in favor of the economy and usefulness of the Warren appliances. A large frame on the office floor held various photographs in colors of these goods, and attracted considerable attention.

THE E. C. ATKINS & CO. SOUVENIR.

The members of the Association and visiting friends were pleased to find in their rooms a handsome box, some twenty-five inches long by six inches wide, covered with brown leather-finished paper, upon the lid of which were the words: "Compliments of E. C. Atkins & Co." Inside was a handsome and highly finished souvenir saw, presented by E. C. Atkins & Co., Indianapolis, Ind. It was one of their famous twenty-inch Gentlemen's Panel Saws, No. 53, silver-steel quality, Damaskeened. The eye was attracted especially by the beautiful finish, suggesting a temper of the finest kind. Etched upon one side of the saw was this inscription:

SOUVENIR OF
FOURTH ANNUAL CONVENTION
OF THE
National Hardware Jobbers' Association,
MILWAUKEE, NOV., 1898.
Presented by
E. C. Atkins & Company,
Incorporated,
Indianapolis, Ind.

THE PRESS COMMITTEE.

In the absence of Colonel Belknap, chairman of the press commitee, Col. James R. Nutting, of the Sickels, Preston & Nutting Co., of Davenport, Iowa, was made chairman, and he was ably assisted in his work by George

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A. Braun, of Bostwick, Braun & Co., Toledo, Ohio. These gentlemen were indefatigable in their endeavors to assist the newspaper men who were present, in obtaining all that was to be published, and also showed good judgment as to their selection of matter for publication. *Hardware* feels under special obligations to Colonel Nutting and Mr, Braun for their efforts in this direction.

THE ANNUAL BANQUET.

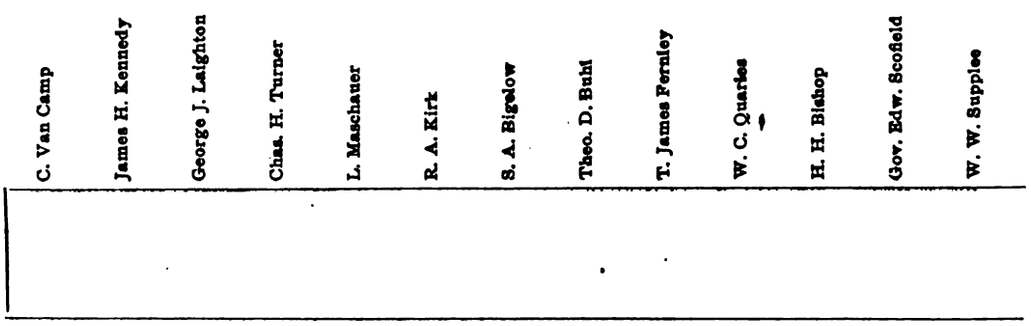
Extensive preparations had been made for the usual annual banquet, and a large number of the visitors remained over in attendance, although there were some who were compelled to take their departure at the adjournment of the convention.

It was given in the main dining-room of the Hotel Pfister, and was a success in every sense of the word. The guests assembled in the main office of the hotel, and at 9 P.M. proceeded by elevator to the top floor, where a scene of rare beauty was presented. Six tables ran the length of the room, and at right angles to them was the table for the speakers and invited guests, on a raised platform. These tables, with location of the guests, are shown in the accompanying diagram. The tables were filled with flowers, with great masses banked at the end of each, and the scene was one of unusual brilliancy. An orchestra and a glee club were in attendance, and furnished vocal and instrumental music during the evening. The following attractive menu was found upon the official programme at the plate of each guest:

Blue Points.
Celery in Branches. Haut Sauterne
Green Turtle, English Style.
Queen Olives. Radishes Roasted Salt Almonds.
Mousse of Oregon Salmon Mousseline.
Hot House Cucumbers. Potatoes Duchesse.
Filet of Beef Larded with Mushrooms.
Green Peas in Cases. Pontet Canet.
Punch Imperial. Sugar Wafers.
Roast Quail, Sur Canape au Cresson and Jelly.
Fried Sweet Potatoes. Scharzhofberger.
Combination Salad. Ice Cream, Brique Napolitain.
Assorted Cake. Fruits of the Season.
D'Isigny Cheese and Roquefort.
Toasted Biscuits. Coffee. Cigars.

The post prandial programme for the evening was as follows:

"CITY OF MILWAUKEE," - - Hon. David S. Rose, Mayor
"STATE OF WISCONSIN," - Hon. Edward Scofield, Governor
"THE MERCHANT AND MANUFACTURER IN STATE AND NATIONAL AFFAIRS," - - - - William C. Quarles
"THE GOOD FELLOWSHIP BETWEEN MANUFACTURERS AND JOBBERS,"
J. C. Spencer, Pres. Merchants and Manufacturers Association.



Chas. H. Parsons		D. W. Simpson		E. Morley		Geo. Boole
		C. A. Knapp		H. W. Caldwell		
H. M. C. Thomson		H. A. Taylor		Col. J. R. Nutting		James D. Foot
		E. Lott		R. M. Dudley		
W. C. Stephens		W. H. Bennett		J. R. Black		Bruce Keener
		Frank Baackes		J. P. Kelley		
W. E. Bartholemew		Geo. Braun		F. W. Carpenter		W. R. Walkley
		Geo. A. Mason		John T. Rowntree		
L. R. Simpson		H. J. Lee		E. J. Koch		Wm. G. Miller
		Wm. M. Boetticher		W. F. Quigley		
W. P. Bissell		Paul DeHaas		W. F. Robertson		W. S. McKinney
		Geo. H. Daniell		Geo. T. Price		
John Kroner		E. D. Fiske		Wm. Geuder		F. L. Clark
		F. E. Smith		C. G. Davies		
S. S. Gould	A	B. C. Pritzlaff	B	Frank Platt	C	E. W. McGuire
		Theo. D. Peck		W. H. Standart		
W. C. Brown		B. Hamilton		C. Huber		Allan Wood
		L. Frankfurth		John Conover		
F. Starkweather		E. C. Brainard		Chas. F. Schmidt		C. L. Gilpin
		Geo. P. North		C. A. Jewett		
E. J. Lloyd		R. W. Shapleigh		L. H. Pease		F. C. Shays
		F. S. Rost		F. E. Cory		
F. A. Heitmann		Jas. Bonbright		J. H. Robbins		H. B. Lupton
		A. W. Tredway		F. J. Frey		
John R. Griffith		Edw. Thomas		J. H. Standart		A. J. Bihler
		Chas. Paeschke		W. Held		
John Stollberg		D. P. Patenande		Chris. Brandt		N. A. Gladding
		Tom Almgill		F. S. Merrick		
W. C. McMahon		F. H. Mason		F. W. Bagley		L. A. Sayre
		R. E. Gedney		T. J. Chamberlain		

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The following were the selections of music interspersed with the other exercises of the evening:

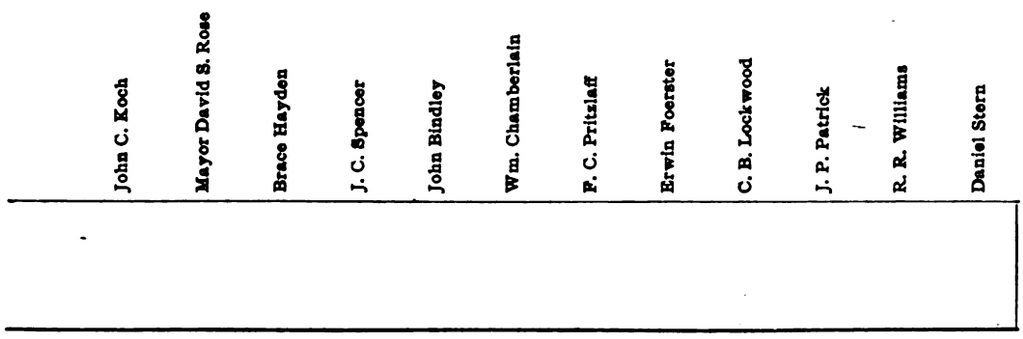
Lyric Quartette.
C. E. SAMMOND, 1st Tenor. D. PROTHEROE, 1st Bass.
C. H. WILLIAMS, 2nd Tenor. ROB'T DAVIES, 2nd Bass.
THE FUTURE MRS. 'AWKINS. - - - - Chevalier
Lyric Quartette.
JUANITA - - - - - - - Morton
Lyric Quartette.
BARITONE SOLO—Friar of Orders Grey - - Old English
Mr. Protheroe.
SPIN, SPIN - - - - - - - Jungst
Lyric Quartette.
TENOR SOLO—"The Day That's Gone Can Never Come Again," - - - - - - Waters
Mr. Williams.
KENTUCKY BABE - - - - - - Geibel
Lyric Quartette.
Bach's Solo Quintette.
MARCH—Hardwaremen's Association - - Bach
OVERTURE—Stradella - - - - Flotow
SELECTION—Telephone Girl - - - - Kerker
WALTZ—Adelyn - - - - - - Hall
PRELUDE TO "THE MASTER SINGERS," - - Wagner
POPULAR MEDLEY - - - - - - Beyer
SOLO FOR PICCOLO - - - - - Fuerst
MARCH—Our President - - - - Herbert

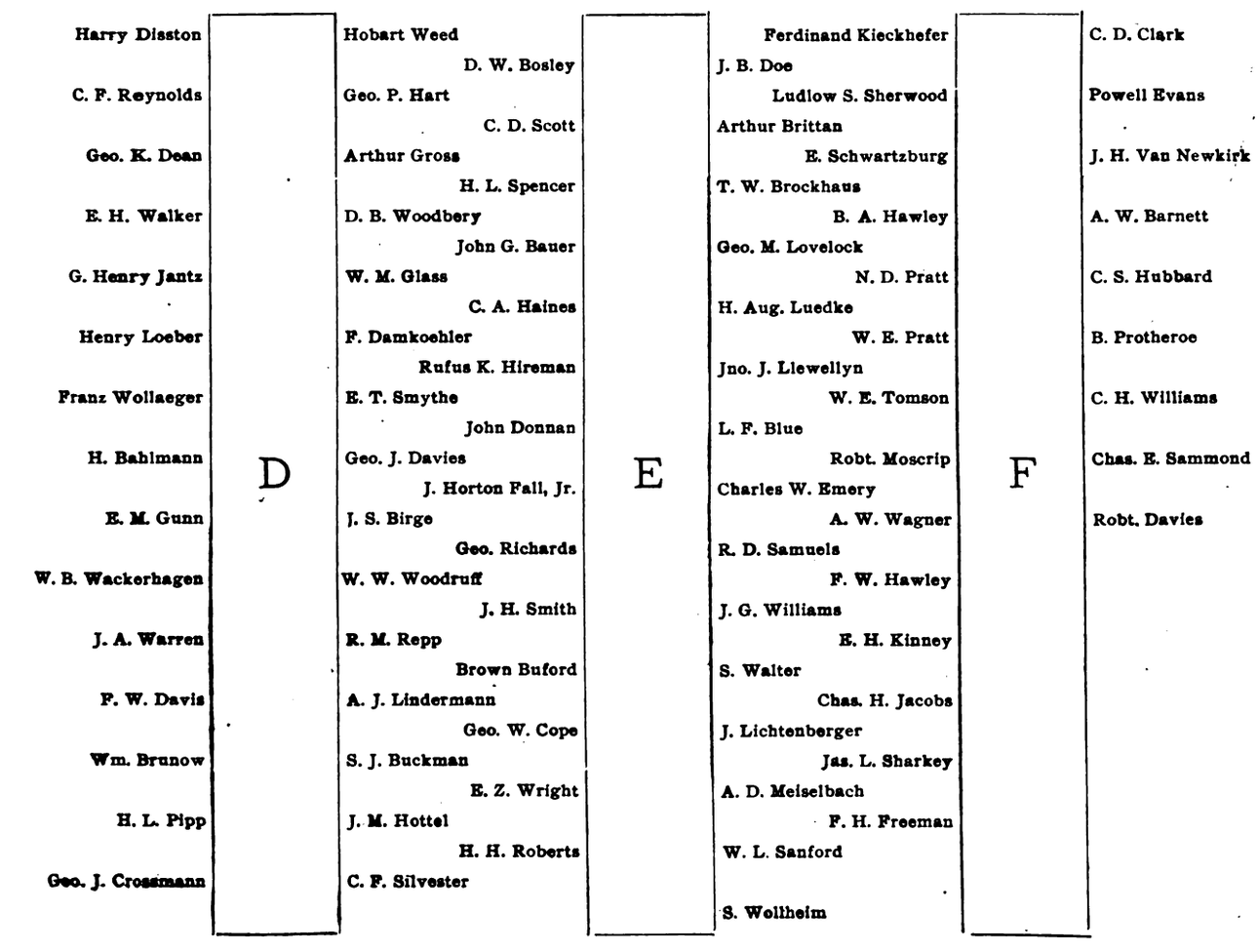
It was near eleven o'clock when Fred C. Pritzlaff, in behalf of the local committee, arose and called the assemblage to order. In a few well-chosen words he extended a formal welcome to the visitors, and then introduced the retiring president, William W. Supplee, as toast-master of the evening.

Mr. Supplee modestly bowed his thanks, in response to the storm of welcome that broke over him, and when permitted to be heard, declared that he had no intention to make a speech. He would better quote that old saying which proved the mundane character of affairs: "The King is dead! Long live the King!" "And now," he added, "permit me to introduce your president-elect, Mr. H. H. Bishop, of Cleveland."

The welcome extended Mr. Bishop was an explaination why his election had been made with such unanimous willingness. He was simply deafened with the applause. He congratulated the members of the association on the success of this gathering, urged a policy of concerted effort; thanked the manufacturers for their attendance, and concluded by declaring that his speeches hereafter would be made through the secretary.

At this point Mr. Fernley entered the room as an escort to Governor Scofield. The members arose as he entered and cheered him to the platform. When quiet had been





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seconded, he was introduced by the presiding officer, and spoke as follows:

ADDRESS OF GOVERNOR SCOFIELD.

Gentlemen of the National Hardware Association: I congratulate you upon the successful convention which you have held here, and upon the improved prospects, now so noticeable, for the Hardware business, and all other branches of trade. The Hardware business is a sort of trade barometer, and in this country, especially, we have come to know that when the Hardware business is prosperous, or has good prospects, the outlook for all others is bright.

You have conferred an honor upon Milwaukee and the state of Wisconsin by holding your annual convention here. Yet, I have no doubt that you who are from other states have a very kindly feeling toward this one. Our diversified industries in Wisconsin, taking in the wide range of mining, lumbering and farming, offer a profitable field for the Hardware trade, and so what is our pride is your profit, I thank you for the compliment paid me in asking me to appear before you, and hope that Wisconsin may again before many years have the honor of greeting the National Hardware Association.



PRESIDENT H. H. BISHOP.

A WELCOME FROM MAYOR ROSE.

The next speaker introduced was the Hon. David S. Rose, mayor of Milwaukee. His address was eloquent, and left nothing to be desired as to the breadth and warmth of his welcome. He spoke of the diversified industries and wonderful manufacturing resources of Wisconsin, and each reference to a Hardware concern brought down the house.

The next speaker introduced was William C. Quarles, Esq., a member of the Milwaukee bar, who was often interrupted by applause. His subject was: "The Merchant and Manufacturer in State and National Affairs," and he spoke as follows:

SPEECH OF WILLIAM C. QUARLES.

Gentlemen: Probably the first man who ever attained prominence as a manufacturer, was old Noah. He had no elaborate type-written plans and specifications, no blue-prints and no wire nails, but he made a fairly good job of the ark, although 600 years of age. He also gained no little fame as a merchant. He was the proprietor of the first three-story department store on record. His inventory showed not merely a little of everything,—but all there was of it. He was the first man to corner the market. His establishment in later days would have been declared a trust, and would have tempted the fury of our Supreme Court. He handled every kind of stock,—except capital stock. Not only this, but it will undoubtedly be conceded that his Ark had some hard wear.—(ware).

Did you ever consider how indispensable the merchant and manufacturer are to our national success? Suppose that all of the merchants and manufactures of Chicago should be suddenly transported from Cook County to Heaven. (Such a supposition would tax your credulity as well as your imagination,) What sort of a city would you have left? The few thousand lawyers who remained would either amuse themselves by testing the merits of the new bankruptcy law, or begin habeas corpus proceedings against St. Peter for the return of their former clients.

The ministers, looking over the empty pews and lean collections, would secretly regret that your craft had furnished so many angels.

The doctors, those devoted men who are continually standing on the borders of life, welcoming the new comer and bidding farewell to the departing soul, dealing out congratulations and prescriptions,—at the usual rates, would be consumed with envy and regret.

If St. Peter had only confided to them his plans for a wholesale removal, it might have been accomplished with neatness and dispatch, and at the same time have furnished material aid to an honorable and ill paid profession.

You know that just now the study of genealogy is becoming a great fad in this country. Nearly everyone who makes any pretensions, aspires to be a descendant of Rameses II, or some other distinguished mummy. A day or two ago a friend of mine who was engaged in a search for ancestors, discovered that one of his great grandfathers had been a Bishop. "There" he declared, "I knew that the excellent blood of our family must have sprung from some such source." And ever since he has frequently referred to himself as a descendant of this distinguished person. There is one little fact, however, that he always forgets to mention, and that is that this same Bishop died a bachelor.

If we should trace the family chain of the Hardwaremen back, back through the musty ages, we might find for them a noble ancestry reaching back to old Vulcan, who was one of the gods of mythology. Like my friend, we might suppress the fact that he was at one time fired out of Olympus and carried a game leg as a badge of his disgrace. We might make prominent the fact that he was a peerless artificer,—the only manufacturer and jobber of thunderbolts on record.

He furnished the armor for the heroes of old, as you equip the fighting men of our day.

It is said that Vulcan fashioned out of gold two girls and endowed them with life and reason, that they might wait upon him. Even so your craft has two handmaidens,—science and art, more resplendent and glorious than the golden girls of Vulcan, who minister not to your own selfish needs and comforts, but to the enlightenment and advancement of the civilized world.

As the Greeks and Romans were wont to gather early to celebrate the skill and industry of Vulcan, the first Hardware merchant, so now do you, his business successors, touch elbows at these annual banquets.

Speaking of ancestors and descent, reminds me of the story of the Irish hod carrier who was working in Washington, carrying bricks up to the roof of the Spanish Legation in that city, which was in need of new chimneys. While progressing up and down on his weary way, a window on the first floor was opened and close to the ladder a flag-staff was protruded, bearing the obnoxious standard of Spain. Paddy viewed the red and yellow colors with dis-

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dain, which speedily deepened into anger. Quickly deciding upon action, he carefully measured the distance, and giving his hod a tip, shot down its load of bricks so cleverly that the flagstaff snapped and the colors of the enemy tumbled, disgraced, to the ground. Descending his ladder to get a fresh load of brick, he was accosted by a passerby, who had viewed the whole proceeding with delight, as follows: "Pat, my boy, that was a good American brick that broke that staff." "Yis," answered the ready Hibernian, "but of Irish descent!"

It would be futile for me to attempt to detail the wonderful improvements wrought by our manufacturers or the blessings that mankind has derived from their skill and intelligence.

The record of their accomplishments is, in large part, the history of the world's progress.

The muscular strength with which we are endowed is certainly great, but it sinks into insignificance when compared with the mighty forces that are now harnessed by your cunning engines and appliances.

Man, with his unaided strength, can lift but one or two hundred weight, and that but for a moment, while with your pulleys and windlasses he raises a shaft of granite.

The strongest man may walk four miles an hour for a short time, but with the assistance of the achievements of the manufacturers' cunning, he speeds over the land at the rate of sixty miles an hour, without moving a muscle.

Formerly the voice of man perished with the very breath of the air upon which it was borne. Art came to his aid and invented the printing-press. The day before it was invented his voice could be heard by but a few thousands—the day after, he might impress his thoughts upon paper and send them to every hamlet of the globe.

Of what are these curious tools, instruments and machines composed, in which you gentlemen deal? They are wrought from the lifeless elements that surround us, from the inanimate growth of the forest, from the shapeless masses of the mine—dull, unorganized matter!

And whence comes the power and skill that works this magical transformation? What spirit has endowed the lifeless substance and who, out of a few beams of wood, bars of iron and steel, has constructed the all-powerful engine?

What magician has caused spindles and looms to ply their task as if instinct with life? This magician is the inventive genius of man.

The stunning din of your factories, the monotonous rattle, the tremendous power and the quiet, steady force of those humble useful iron servants, cause us to wonder at the mind which devised and the hand which created them.

The engine is more marvelous than the human brain in one respect, for labor does not wear away its vital force. The steel arm in the play is tireless and in its onward rush never falters from fatigue.

A few hundred miles from Milwaukee, within the limits of the State of Wisconsin, may still be seen remnants of the aborigines who once roamed over this entire continent. They are sheltered now by wretched hovels, are still largely dependent upon the uncertain results of the chase for a scanty supply of food, and are totally destitute of the luxuries which so greatly add to the sum total of human happiness.

Yet these are men, like ourselves, possessed of all the faculties common to the human race. Science is accountable for this vast gulf between savage and civilized life—science, which relieves the wearied grasp of the hand with the untiring grip of the vise, which substitutes stone, metal, leather and wood for weak flesh and bone.

All honor to the men who, in the infancy of the arts, invented the saw, the plane and the vise, while those who in later periods contributed to the wonderful system of modern implements and cunning machinery, are entitled to rank high among the benefactors of the race and the promoters of the civilization of which we are so justly proud.

"The Good Fellowship Between Manufacturers and Jobbers" was the last formal toast upon the programme, and was responded to by J. C. Spencer, president of the Merchants' & Manufacturers' Association of Milwaukee. He spoke very briefly and treated the subject in a humorous vein.

This ended the formal programme. The toast master called upon Gen. J. B. Doe, of Milwaukee, and Brace Hayden, of the United States, each of whom spoke briefly, after which, with the song of "Auld Lang Syne," the banquet came to an end.

"ON, STANLEY, ON!"

There was one especial feature of the evening's pleasure not down on the programme, but very successful and pleasing to the guests. For three days George P. Hart, of the Stanley Works, New Britain and New York, had been carefully guarding several trunks in his room, and not even Hobart Weed was permitted a peep at their contents. The secret came out when "cigars" were reached on the menu. The waiters came in loaded with packages which suggested that possibly the people of Milwaukee had decided not only to fill up their guests, but to enrich them before sending them home. At each plate was laid a combination card and cigar case of black leather, with sterling silver corner pieces. On opening this a compartment on the right side was found to contain three cigars of prime quality, while on the other side was a place for unpaid bills or money, as the owner might be in good or bad luck. On one side of the case, inside, were these letters in gold:

National Hardware Jobbers'
ASSOCIATION.
NOVEMBER, 1898.

On the opposite side was a golden reproduction of a hinge—it is rumored that the Stanley Works occasionally make a hinge—underneath which were these words:

Compliments of the
Stanley Works.

These cases will be in evidence wherever cash is carried, or money goes up in smoke, in any part of the great country of ours, during the coming year.

ANOTHER MEMENTO

of this successful meeting, was a golden button, presented by members of the Russell & Erwin M'fg. Co., who were at the convention, to be carried as a pocket piece. It was a little larger than a twenty-five cent piece and bore upon one side the monogram "R. E. Co." and on the other the inscription; "Milwaukee, Nov. 16, 17, 18, 1898." It was much appreciated, the only drawback to the pleasure of carrying it, being the fear expressed by some, that they might, during a temporary aberration of mind, lose it by passing it on some one for a ten-dollar gold piece.

PRESIDENT-ELECT H. H. BISHOP.

The elevation of Mr. Blshop to the presidency of the Association is a great compliment to that gentleman; and, what is still better, it is more than a compliment. It is a recognition of the fact that during the whole history of this Association, Mr. Bishop has been a faithful, intelligent, hard-working member; an official ready at any and all times to do all that lay within his power, to make the

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organization a success. As first vice-president he has been so often called upon to prove his capacity, that his associates have learned to know his value, and have now placed him in a position where his experience and talents can be made subservient to the good of the Association.

Henry Hunter Bishop is a thorough Hardwareman, and has worked his way up to a responsible position in the trade He was born in Cincinnati, Ohio, in 1852, and remained in that city until twenty-three years of age. After the usual course of schooling, he entered the employ of the William Resor Mfg. Co., as office boy, and remainined there and in other employment in Cincinnati until 1875, when he entered the service of Morehouse & Wells, Hardware, in Decatur, Ill., as bookkeeper. He remained with them in various capacities, finally becoming one of the firm, until 1887, when he removed to Cleveland, Ohio, to take an interest as partner in the firm of McIntosh, Huntington & Co, His special work was in connection with the buying. When the concern incorporated as the McIntosh-Huntington Co., in 1891, he was elected to the office of secretary, which he still holds.

Mr. Bishop has always been a believer in the benefits sure to follow organization within the Hardware trade. He has been an active member of the Cleveland Hardware Association. He was present at the birth of the National Hardware Association. It will be remembered that in the fall of 1894, at a meeting of the Cleveland Association, Henry S. Blossom, of the W. Brigham Co., suggested that steps should be taken for the creation of a national organization among the jobbers, in order that some remedy might be found for the correction of various evils that had crept into the trade. The idea was received with favor, and steps taken to put it into effective execution; and the result was the successful gathering in Cleveland, in December, 1894.

Mr. Bishop was elected to the position of first vice-president in 1895, which office he has since continuously held. He has richly deserved the honor that has been laid upon him, and possesses in the highest degree the qualities that ensure success in this responsible work.

THOSE WHO WERE PRESENT.

The following is a transcript of the official register, showing those who were present:

Robert M. Repp, Pittsburg, Pa.
J. D. Ford, Kent, Ohio.
John H. Robbins, Boston, Mass.
Griff D. Palmer, Rochester, N Y.
W. B. Wackerhagen, Albany, N. Y.
Brace Hayden, New York, N. Y.
Bruce Keener, Knoxville, Tenn.
William W. Supplee, Philadelphia, Pa.
Samuel A. Bigelow, Boston, Mass.
W. H. Boetticher, Evansville, Ind.
E. Z. Wright, Utica, N. Y.
John Donnan, Richmond, Va.
Theodore D. Buhl, Detroit, Mich.
Charles H. Jacob, Detroit, Mich.
O. B. Barker, Lynchburg, Va.
W. S. Robertson, Richmond, Va.
F. A. Heitman, Houston, Tex.
W. T. Norton, Cleveland, Ohio.
C. A. Knapp, Sioux City, Iowa.
Brown Buford, Nashville, Tenn.
N. A. Gladding, Indianapolis, Ind.
W. C. McMurray, Pittsburg, Pa.
J. H. Fall, Jr., Nashville, Tenn.
Lee Richardson, Vicksburg, Miss.
Fred S. Merrick, New Brighton, Pa.
W. H. Pipp, Grand Rapids, Mich.
E. H. Leutkemeyer, Cleveland, Ohio.
E. M. Gann, Boston, Mass.
George Boole, Los Angeles, Cal.
J. H, Bonbright, Philadelphia, Pa.
E. T. Smyth, New York, N. Y.
C. T. Braffett, Chicago, Ill.
C. A. Lester, Duluth, Minn.
Tom Almgill, Philadelphia, Pa.
A. W. Barnett, Philadelphia, Pa.
Jos. M. Hattel, Philadelphia, Pa.
Chas. S Hubbard, Pittsburg, Pa.
T. James Fernley, Philadelphia, Pa.
R. A. Kirk, St. Paul, Minn.
H. L. Spencer, Oskaloosa, Iowa.
C. Herber, Oskaloosa, Iowa.
S. F. Stevens, Grand Rapids, Mich.
M. A. Patten, Indianapolis, Ind.
M. E. Rounds, Minneapolis, Minn.
L. A. Sayre, Newark, N. J.
Geo. M. North, Cleveland, Ohio.
E. D. Fisk, Providence, R. I.
Rufus K. Hireman, New Orleans, La.
Chas. A. Harris, Boston, Mass.
H. A. Taylor, Chicago, Ill.
James V. Booth, Elmira, N. Y.
C. A. Jewett, Cleveland, Ohio.
R. E. Gedney, Chicago, Ill.
Cortland Van Camp, Indianapolis, Ind.
W. F. Quigley, Indianapolis, Ind.
F. W. Hurty, St. Paul, Minn.
A. W. Milligan, New York, N. Y.
J. G. Standart, Detroit, Mich.
Geo. A. Braun, Toledo, Ohio.
P. B. Noyes, Niagara Falls, N. Y.
Geo. W. Herrick, Boston, Mass.
M. F. Kinsley, Niagara Falls, N. Y.
Chas. D. Clark, Peoria, Ill.
Harry L. Doten, Boston, Mass.
H. W. Waite, Boston, Mass.
Henry T. Atha, Newark, N. J.
William T. Gummey, Philadelphia, Pa.
P. E. Strauss, Boston, Mass.
J. A. Warner, St. Joseph, Mo.
J. G. Bauer, Topeka, Kan.
W. J. Landon, Winona, Minn.
A. W. Tredway, Dubuque, Iowa.
Charles D. Scott, Dubuque, Iowa.
Geo. W. Cope, Chicago, Ill.
H. H. Roberts, Chicago, Ill.
E. W. Crancer, Leavenworth, Kan.
T. G. Walther, St. Paul, Minn.
Edward W. Morley, Saginaw, Mich.
W. S. Wright, Omaha, Neb.
P. C. Devoe. Omaha, Neb.
Charles F. Schmidt, Burlington, Ia.
F. E. Corey, Cleveland, O.
Thos. Chamberlain, Detroit, Mich.
Arthur Britton, Chicago, Ill.
Elwood W. McGuire, Richmond, Ind.
Geo. M. Lovelock, Chicago, Ill.
W. L. Sandford, Flint, Mich.
A. L. Hunt, Chicago, Ill.
E. F. Schmidt, Chicago, Ill.
Wm. W. Howard, Chicago, Ill.
C. F. Landers, New Britain, Conn.
Geo. B. Richards, Kansas City, Mo.
E J. Lloyd, Pittsburg, Pa.
J. W. Crane, Springfield, O.
Frank B. Platt, St. Paul, Minn.
Charles L. Mead, New York, N. Y.
W. Chamberlain, Portland, Me.
W. H. Standart, Toledo, Ohio.
C. S. Van Wagoner, Cleveland, Ohio.
L. F. Blue, Marysville, Ohio.
James H. Ritter, Philadelphia, Pa.
C. B. Lockwood, Cleveland, Ohio.
John Bindley, Pittsburg, Pa.
R. R. Williams, New York, N. Y.
R. M. Dudley, Nashville, Tenn.
F. H. Hill, Council Bluffs, Iowa.
G. Henry Jantz, New York, N. Y.
J. H. Smith, Columbus, Ohio.
J. P. Patrick, Des Moines, Iowa.
R. W. Shapleigh, St. Louis, Mo.
James P. Kelley, Alexandria, Ind.
H. W. Caldwell, Cleveland, Ohio.
J. H. Van Newkirk, Philadelphia, Pa.
W. S. McKinney, Pittsburg, Pa.
W. W. Woodruff, Knoxville, Tenn.
Chas. H. Turner, Albany, N. Y.
James H. Kennedy, New York, N. Y.
F. E. Smith, Peoria, Ill.
E. H. Walker, Peoria, Ill.
Frederick Pease, Meriden, Conn.
W. G. Miller, Southington, Conn.
Geo. J. Laighton, New York, N. Y.
John R. Griffith, Philadelphia, Pa.
J. D. Moore, Birmingham, Ala.
W. M. Glass, Omaha, Neb.
H. J. Lee, Omaha, Neb.
Walter B. Stauffer, New Orleans, La.
Henry B. Lupton, Pittsburg, Pa.
Frank Baackes, Cleveland, O.
E. C. Lott, Chicago, Ill.
W. P. Bissell, St. Paul, Minn.
W. A. Graham, New York, N. Y.
W. E. Bartholomew, East Orange, N. J.
W. H. Bennett, Chicago, Ill.
L. R. Simpson, Aurora, Ill.
D. W. Simpson, Aurora, Ill.
Geo. G. Spencer, Chicago, Ill.
B. A. Hawley, New York, N. Y.
Chas. L. Gilpin, New York, N. Y.
Alan W. Wood, Pittsburg, Pa.
Chas. F. Reynolds, Cleveland, O.
C. H. Bigelow, Jr., St. Paul, Minn.
W. H. Wells, Duluth, Minn.
Ira B. Close, Chicago, Ill.

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F. W. Carpenter, Providence, R. I.
Jno. Conover, Kansas City, Mo.
Dan G. Fones, Little Rock, Ark.
T. G. Williams, Pittsburg, Pa.
Frank W. Davis, Cleveland, Ohio.
Geo. T. Pierce, Alexandria, Ind.
T. D. Honeyman, Portland, Ore.
C. M. King, Pittsburg, Pa.
John Alling, Chicago, Ill.
W. R. Walkley, New York, N. Y.
F. L. Clark, Pittsburg, Pa.
S. H. Pease, New Britain, Conn.
H. G. Reynolds, Dixon, Ill.
H. P. Ball, Wheeling, W. Va.
E. F. Bosley, Chicago, Ill.
A. W. Wagner, Chicago, Ill.
W. C. Brown, Ceicago, Ill.
H. C. Marshall, Duluth, Minn.
F. H. Mason, Spokane, Wash.
Gaius Paddock, St. Louis, Mo.
John T. Rowntree, Denver, Col.
A. H. Bennett, Philadelphia, Pa.
S. S. Gould, St. Louis, Mo.
J. C. Birge, St. Louis, Mo.
H. H. Lyon, New York, N. Y.
L, S. Cook, Boston, Mass.
Daniel Stern, Chicago, Ill.
Sidney Johnston, Chicago, Ill.
M. A. Milhills, Chicago, Ill.
Jas. L. Sharkey, Chicago, Ill.
C. F. Silvester, New Haven, Conn.
H. C. Thomsen, Chicago, Ill.
Chas. H. Parsons, New Britain, Conn.

Chicago Hardware Hospitality.

A large number of the gentlemen en route to Milwaukee to attend the annual convention of the National Hardware Association were persuaded to remain for a few hours in Chicago to attend a luncheon given on Tuesday, November 15, by Wilton C. Smith, president of the Rockford Bit Co., Kokomo, Ind., with Chicago office at No. 115 Monroe Street. This luncheon was given at the Union League Club, at twelve o'clock. It was fully up to the high standard of that great organization in every respect, and reflected credit upon the hospitality of Mr. Smith and the great company which he represents. After an elaborate menu had been discussed speeches were delivered by the following named gentlemen: Wilton C. Smith, Hon. Thomas B. Bryan, an eminent resident of Chicago; Alex. H. Revell, president of the Union League Club; Col. James R. Nutting, of the Sickels, Preston & Nutting Co., Davenport, Iowa; N. G. Moore and George R. Peck, members of the Chicago bar; George S. Marsh, of the St. Paul Railway; James H. Ritter, of the Biddle Hardware Co., Philadelphia; Lee Richardson, of Vicksburg, Miss.; W. A. Talcott, of Rockford, Ill., and George W. Cope, of Chicago. After the luncheon was concluded the guests were taken to Milwaukee by a special train, leaving that city about 7 P. M.

The extent to which our columns are to-day filled with a report of the convention in Milwaukee will not permit us to give extended space to this gathering. It is with pleasure, however, that we reproduce one or two speeches delivered on that occasion. In welcoming his guests, Mr. Smith spoke as follows:

It becomes my pleasant duty as host to bid you welcome on this occasion, and at the same time I beg to express my high appreciation for the honor you do me by so generous an acceptance. When we consider how remote many of your homes are, it goes without saying that you have made a special effort to reach here at this time.

It would afford me much pleasure to be able to make my greeting as far reaching as this continent, from the fact that this company includes men from Minnesota to the Gulf and from the Atlantic to the Pacific. Breaking bread with us, and helping form this splendid composite picture of our commercial and manufacturing life, are representatives of many interests other than Hardware; and I extend to all a most cordial welcome.

Such occurrences serve to illustrate that the cord binding in a fraternal sense the jobber and manufacturer is no longer an imaginary one; their interests are identical—"Useless each without the other."

For this amicable condition of our relations we are largely indebted to the National Hardware Association, whose wise and conservative policy has enlisted the support and co-operation of Hardware manufacturers throughout the United States. I predict that if your present policy is continued and the present relations fostered the time will come—and at no distant day—when the jobber will insist that his brother, the manufacturer, shall have a fair margin on his manufactured products, and the manufacturer, not to be outdone by his generous brother, will at all times exert every influence to protect the jobber, both as to profits and competitive rivalry. These ideals perfected the age of good fellowship, will have been successfully inaugurated between the jobber and the manufacturer.

The address of Col. James R. Nutting, of Davenport, Iowa, was felicitous and expressive of the feeling of the occasion, and we here quote it as follows;

ADDRESS OF COLONEL NUTTING.

There never was a time when I was more pleased to be a member of the Hardware fraternity than now. I am glad I am one of Mr. Smith's friends. Mr. Smith resided at Davenport twenty years ago. Those who knew him there are sorry he could not have remained. Davenport is a healthy city, but Mr. Smith was afflicted with enlargement of the heart. It has continued to expand, however, until it is now large enough to take into its warmest embrace all of the Hardwaremen from ocean to ocean. I have known many Smiths that were good fellows. I am in favor of laws for the protection of American industries, but if I were the most zealous supporter of free trade, personal friendship might induce me to make an exception in favor of the Smith Mfg. Co. There can be no danger in producing too many Smiths, judging from the sample before us. There may be danger of producing too many augers and auger bits. If the Rockford Bit Co. continues to grow as rapidly as it has done during the last few years, the time will soon come when its products cannot be used in the United States, and for this, as well as many other reasons, I am in favor of annexing enough Islands of the Sea to keep this and other factories running night and day, so long as there is an island left desiring our friendship and the protection of our flag.

A few days ago, Mr. Smith, as chairman of the entertainment committee of the Union League Club, entertained in this room the President of the United States, and as the prayer book says, "others in authority." To-day he entertains some of the people who elect presidents, and who furnish sentiment that directs those in authority who recognize the will of the people is their law. The meeting around this festal board to-day is the preliminary opening of the National Hardware Association that convenes formally in Milwaukee to-morrow morning. There are representatives present from most of our great commercial cities. Important questions are to be discussed, and the result of the deliberations will influence public opinion, which will be received and recognized as the will of the people that we represent.

There is no doubt but the lawmakers at Washington will want to know our wishes as to the promulgation of pools, trusts and combinations. Concentration of capital is being urged by one, at least, of our standard trade papers, as the thing most needed in this age of competition and overproduction. Must our small manufacturers be crushed out of existence by two hundred million dollar syndicates as the natural result of evolution and development? A recent decision of the United States Supreme Court has proven that there can be laws made against gigantic trusts that can be enforced, and, for one I am glad of it. I wish every law now standing on our statute books opposing unholy pools of any kind that become monopolies and exact ex-

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tortionate prices from the people could and would be enforced.

President Cleveland once said to me: "We have to depend upon the business men of this country for its safety; politicians have lost their heads." If this be true, I hope all the speakers present and those who deliver carefully prepared addresses at this convention will feel their responsibility and utter such words of wisdom as will best apply to the present business conditions that are changing so rapidly. The younger men here present can hardly realize how things have changed during the last decade. The successful business man of twenty-five years ago, employing the methods of that period, would fail now. We must face the conditions as they are. We could not change them if we would, and we would not if we could. The days of small sales and large profits have passed. The successful business man of to-day must have large sales, small profits and expect a large expense account. We have left our offices and stores to come to this meeting to learn how this can be best accomplished and to look to each other and the manufacturers of whom our worthy host is so prominent for this information.

Then here is to our honored host;
To the jobbers assembled here;
To the manufacturers from whom we buy,
For they, too, are very "*dear*."

Those invited to the gathering were as follows:

Robert M. Repp, Pittsburg, Pa.; J. H. Fall, Jr., R. M. Dudley, Brown Buford, Nashville, Tenn.; W. W. Woodruff, Bruce Keener, Knoxville, Tenn.; J. A. Warner, St. Joseph, Mo.; Gaius Paddock, O. H. Witte, St. Louis, Mo.; John Donnan, W. S. Robertson, Richmond, Va.; D. G. Fones, Little Rock, Ark.; John C. Kroner, La Crosse, Wis.; Lee Richardson, Vicksburg, Miss.; W. Q. Wales, Boston, Mass.; E. H. Walker, F. E. Smith, Peoria, Ill.: W. A. Talcott, Rockford, Ill.; H. R. Dering, A. C. Bird, N. G. Moore, A. J. Earling, J. H. Strong, Thos. B. Bryan, A. H. Revell, Geo. H. Heafford, Geo. S. Marsh, J. S. Smith, John Lambert, Geo. W. Cope, Percy J. Ford, F. A. Miller, J. H. Hiland, B. B. Felix, C. A. Rosecrans, Seymour Coman, Chicago, Ill.; Chas. F. Schmidt, Burlington, Iowa; W. D. Taylor, Cleveland, Ohio; Geo. Boole, Los Angeles, Cal.; F. H. Mason, Spokane, Wash.; J. S. Bonbright, J. R. Griffith, Philadelphia, Pa.; T. D. Honeyman, Portland, Ore.; Geo. P. Hart, New York, N. Y.; J. D. Moore, Birmingham, Ala.; H. A. Bruner, H. C. Davis, Kokomo, Ind.; Cortland Van Camp, R. P. Van Camp, W. F. Quigley, Indianapolis, Ind.; J. R. Nutting, Davenport, Iowa; A. C. Knapp, H. L. Spencer, Sioux City, Iowa; C. D. Scott, Dubuque, Iowa; F. H. Hill, Council Bluffs, Iowa; J. P. Patrick, Des Moines, Iowa; W. P. Stauffer, New Orleans, La.; T. J. Chamberlain, Detroit, Mich.; W. M. Glass, H. J. Lee, Omaha, Neb.; Hobart Weed, Buffalo, N. Y.; J. H. Kennedy, R. R. Williams, New York, N. Y.; Henry Bode, Jr., Cincinnati, Ohio; J. H. Smith, Columbus, Ohio; John Stollberg, Toledo, Ohio; J. H. Ritter, W. T. Gummey, Powell Evans, Philadelphia, Pa.

Banquet to Treasurer A. W. C. Williams.

The executive staff and branch managers of the Capewell Horse Nail Co., on October 31 made a new departure in the entertaining line, when they gave a complimentary banquet at the Hotel Heublin, Hartford, Conn., to A. W. C. Williams, the treasurer and general manager of the company. It proved an extremely felicitous affair for all concerned, and was made even more so to the guest of honor by the presentation of a handsome testimonial conveying a grateful expression of high regard and valued esteem for his able counsel and generous treatment, while at the same time congratulating him upon his return to health.

The whole affair was arranged in the nature of a surprise to Mr. Williams, which feature was faithfully carried out. A message was sent for him to meet a friend at the hotel, and upon his arrival he was immediately surrounded by the corps of branch managers, some of whom were supposed to be half-way across the continent, but who, as well as the directors of the company were on hand to join in the tribute to Mr. Williams' able management of the corporation's interests, which has made it one of Hartford's most successful and prosperous enterprises.

Twelve years ago, when the Capewell Horse Nail Co. was one of the smallest concerns making horse nails, Mr. Williams took up the product of the machine invented by Mr. Capewell, and, by his successful general management, formulated such phenomenal results that to-day the name of "Capewell" is of world-wide renown.

Covers at the banquet were laid for eighteen and the menu was one of Heublein's best efforts. The menu card was a gem. It was of eight pages, with a half-tone picture of Mr. Williams on the front cover, and on the back appeared the trade-mark, a design in horseshoe nails. Each guest's name was painted on a ribbon on his menu card and it was placed to indicate his position at the table.

Among those present were: John E. Gillette, Judge J. H. White and J. M. Allen, of the board of directors; President E. C. Lewis, of Waterbury; G. J. Capewell, vice-president and superintendent; Dr. G. C. F. Williams, secretary and assistant treasurer; H. O. Friedrichs, auditor; J. G. Hawley, chief clerk; C. W. Sponsel, assistant superintendent, and the following branch managers: W. G. Newbury, Chicago; A. J. Stevens, Detroit; F. O. Snow, St. Louis. C. S, Hawley, New York; Herbert Russ, Philadelphia; J. J. Reintgen, Cincinnati; F. O. Eldridge, Baltimore; F. H. Carpenter, Buffalo; H. E. Hardy, New Orleans. W. H. Standart and C. L. Mead, Portland, Ore., were unable to be present.

Dr. George C. F. Williams happily presided and called on President Lewis. The latter congratulated the branch managers and commended their object in honoring Mr. Williams. W. G. Newbury, of Chicago, rose to "the occasion." Then was brought forth a gorgeous gilt frame, three by four in size, mounted on a gold easel of beautiful design. It contained, artistically arranged, Mr. Williams' photograph in the center, in a circle around it those of his executive staff and branch managers. The names were placed beneath with their titles and an additional tablet read:

"Presented to Mr. A. W. C. Williams, treasurer and general manager of the Capewell Horse Nail Company."

Mr. Newbury's speech of presentation was enthusiastically received.

Mr. Williams was much affected, modestly replied, and expressed his sincere appreciation of their thoughtfulness. He said that he thought himself fortunate in the selection of men around him, and in building up his business it had always been his aim to treat men fairly. He attributed his fortunate undertakings to integrity, fairness and kindly treatment and believed it in the line of everyone's duty.

Auditor H. O. Friedrichs followed with a toast to "the general manager." He told the story of how Mr. Williams had advanced his men to the full extent of their ability, and of their affection for their employer, so unusual in the business world nowadays.

Vice President and Superintendent G. J. Capewell responded to "The Inventor." The stories of his inventions were of much interest, and he told how capital and business sagacity had made them go.

Each of the branch managers replied in response to the call from Dr. Williams. The result was an outpouring of good will and the hope that Mr. Williams might live long to enjoy the fruits of his enterprise.

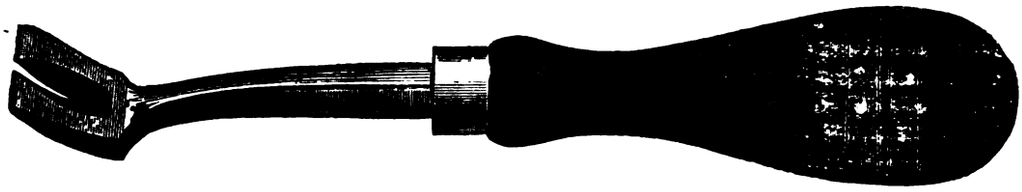
A weedless garden is always a hoe-made affair.—*L. A. W. Bulletin.*

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NEW GOODS AND SPECIALTIES.

Pryor's Hardware Specialties.

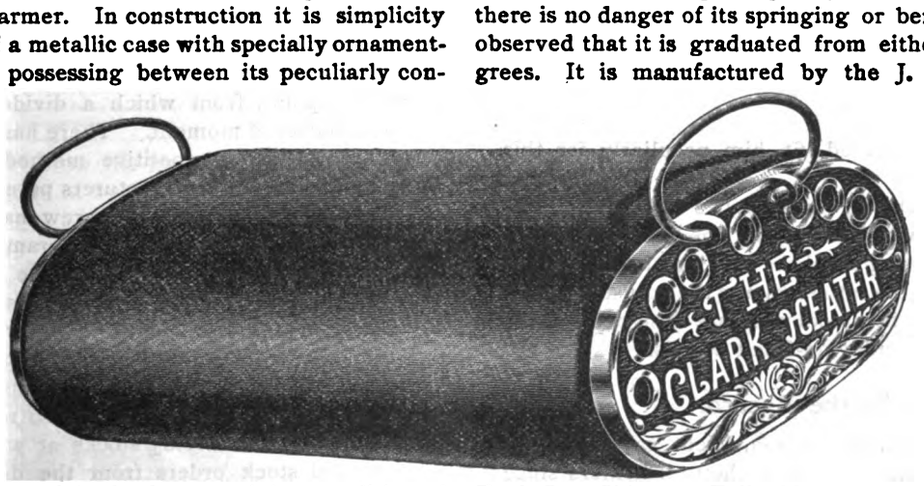
The W. W. Pryor Hardware Mfg. Co., Newark, N. J., W. W. Pryor & Co., sole agents, No. 124 Chambers Street,



New York, are largely engaged in manufacturing an extensive line of mechanics' tools and other Hardware specialties, many of which are characteristically known to the Hardware trade as "Newark, N. J., goods," under which title are known such articles as nail sets, bits, reamers and countersinks, pinking irons, belt and round punches, solid center and prick punches and rivet sets; conductors' punches, gas and burner pliers, spring and revolving punches, washer cutters, tack claws and screwdrivers, etc. They are also manufacturers of the "Foster" coil door spring, which possesses important features unobtainable in any spring of similar construction. We call attention to their advertisement on page 58. Those in the trade not already in possession of their catalogue should write for one.

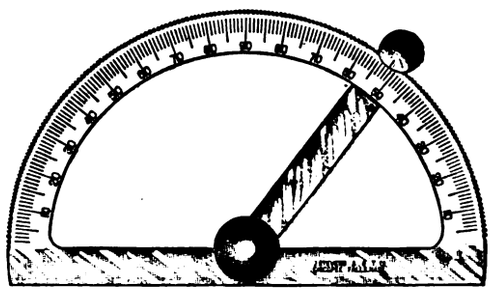
The "Clark Carriage Heater."

The Chicago, Flexible Shaft Co., No. 158 Huron Street, Chicago and No. 97 Chambers St., N Y., are placing upon the market the "Clark Carriage Heater," which is a new device for the purpose of heating a carriage or similar conveyance, that should meet the approval of the trade. We give herewith an illustration of this valuable provider of comfort to the riding public. They seem to have solved the problem in a masterly manner, as nearly every previous contrivance having this beneficent object in view had some very fatal objection to its becoming popular. While previous methods involved the necessity of smoke, odor, danger or trouble, the present device changes all this. The Clark Carriage Heater combines all the requisites for a perfect carriage warmer. In construction it is simplicity *itself*, consisting of a metallic case with specially ornamented end plates, and possessing between its peculiarly constructed walls a material, the heat-retaining qualities of which are truly marvelous. The case is provided with a perforated box or drawer working in a metallic slide and held in place by a spring. Into this drawer is placed a piece of prepared carbon, known as Clark Carbon. The drawer is then inserted in heater and same requires no further attention until entirely consumed, which is accomplished in the space of from twelve to fifteen hours. All this is accomplished absolutely without flame, smoke, odor or dirt; even the combustion is not visible unless the surface is scraped, and, as it is not affected by draft, it cannot go out. The heater is oval in shape and is covered with either blue or dark green velvet plush to conform to the upholstering. The heaters are placed upon the market at $3 each; the "Clark" Carbons being 75 cents per dozen.



The "Angle Indicator."

This tool, as its name implies, is used to indicate or give angles. The construction can be readily observed from the illustration. It will be noted that the circumference is graduated, and has a serrated edge corresponding to the graduations. On the bar where it engages with the edge, are corresponding cuts, so that there is no possibility of an angle being indicated differently at different times, the notches always making the reading constant. This tool will be invaluable to those who make use of a universal bevel and similar tools, while it can be used in connection with lathe and similar work without the bevel or any other tools. The retail price is but $1.00, and as this is a strong tool, well made, of good quality of steel, .090-inch thick, there is no danger of its springing or bending. It will be observed that it is graduated from either end 0 to 90 degrees. It is manufactured by the J. Stevens Arms & Tool Co., Chicopee Falls, Mass., who will be pleased to give full information.



No. 2 Brazer or Brazing Forge.

In their No. 2 Brazer or Brazing Forge, the National Cement & Rubber Mfg. Co., Toledo, Ohio, have met the necessary demand for a brazer that will do all classes of work, such as light and heavy brazing, tempering, welding, melting of metals, etc. This is a portable apparatus, fitted with three of their improved hydro-carbon adjustable

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burners, with a large cast-iron coke tray supported by four iron legs. The tank, piping and joints are tested before leaving the factory, and fitted with a 40-pound pressure gauge, large floor pump and full instructions how to oper-



ate. By bedding in the tray with coke or coal and applying the center burner, you have a complete blacksmith's forge. Nearly all metals can be melted in crucibles by using the three burners with coke fire. Ask for their catalogue.

Small Hand Wrench.

The small hand wrench as here indicated is very convenient for holding such tools as taps, reamers, drills, etc. It is so constructed that it will hold either with round, square or oval shanks up to one-fourth inch in diameter.



This is a neat tool, strongly made, well polished and carefully fitted, and the price is but 50 cents. This will make a good line for a Hardware dealer who has any call for such tools. The manufacturers, the J. Stevens Arms & Tool Co., Chicopee Falls, Mass., will send prices, etc., on application.

Dressing Tools for Grinding and Polishing Wheels.

Undoubtedly one of the most widely experienced experts in the carbon trade, so far as its special mechanical application is concerned, is Thomas L. Dickinson, No. 45 Vesey Street, New York City. He began his career in this work



with his father, and his forefathers for the past several generations have been engaged in similar lines.

For the past fifteen years Mr. Dickinson has devoted special attention to the manufacture of tools suitable to the dressing of the hard and unyielding faces of emery and corundum wheels, and of leather polishing wheels.

Long investigation has led him to the conclusion that, for accurate and effective work, the diamond-pointed tool, when properly selected, is without equal; and his years of



experience, as before stated, fit him peculiarly for this work.

He is now manufacturing three styles of tools for this work, which are herewith illustrated. The hand tool, which is adapted to the dressing of all the smaller wheels, is most generally used, while the lathe tool and the adjustable tool, which are set rigidly in a tool post, are designed for the dressing of very large and wide-faced wheels.

Breaks the Record.

The Novelty Mfg. Co., of Jackson, Mich., say they have never had so many late orders for their oil heaters since they were put on the market. Ordinarily they are through with the bulk of this trade and have commenced the manufacture of summer goods by November 15, but there has been no let up in the demand for heaters up to date. Their orders for last week were the largest ever booked for a similar period in November.

Manzanillo, Cuba, on the bay of that name, has a population of 12,000.—*Ex.*

Review of the Markets.

Hardware: The season is now approaching a close, and holiday goods are assuming an importance not previously noticed. Travelers are beginning to come in, new plans for the future are being made, some changes in present methods are anticipated by several concerns, a widening of territory being contemplated in some quarters, and a general preparation for hard work next season is apparent on every hand.

That we shall find the coming year full of enjoyable surprises is the belief of the thinking principals in the firms now directing the energies of our great industry.

Wire Nails: The lower prices recently adopted for current sales have not developed any surprising amount of business. At this season of the year it is doubtful if any large sales are anticipated. Prices remain nominally as previously quoted; taking the above conditions into account, they will probably remain so.

We quote as follows: To jobbers in car load lots, f.o.b., Pittsburg, $1.30; single carloads, f.o.b., Pittsburg, $1.35. The same advance on prices, for delivery in Cleveland, of 2½ cents a keg, and Chicago, Cincinnati and Louisville of 7½ cents a keg, continues in force. New York prices are quoted as follows: Carload lots on dock, $1.45; smaller lots from store, $1.55.

Cut Nails: The market is virtually without important movement, only a moderate business being noted. Prices remain about as previously noted, and we quote as follows;

Mill quotations of f.o.b., Pittsburg, are, for carload lots, $1.10 base. New York prices continue as previously quoted: Carload lots on dock, $1.25 to $1.28; smaller lots from store, $1.33 to $1.35.

Cordage: But little speculative life is noticeable in the market for this staple, demand being exceedingly moderate and prices well sustained by the manufacturers at prices previously given, which continue as follows:

Manila, 7-16 inch and larger	per pound,	9½	cents
" ⅜ inch	"	10	"
" ¼ and 5-16 inch	"	10½	"
Sisal, 7-16 inch and larger	"	8	"
" ⅜ inch	"	8½	"
" ¼ and 5-16 inch	"	9	"
" Lath Yarn	"	7½	"

Smaller quantities are held at the customary advance.

Screws: Although for a number of months past there has not been that cutting and slashing of discounts in the screw market which prevailed a year or more back, the conditions governing the market have been of an unsatisfactory and unprofitable character; they were generally regarded as being entirely unnecessary, and needing only a conference to produce results that would inaugurate a conservative policy from which a dividend might eventually be a matter of moment. There has of late been a freedom from sharp competitive methods, and the more friendly temper of the manufacturers permitted a meeting for considering the future of the screw market, which was held recently and resulted in a program being adopted which will be gratefully welcomed by the trade generally. In the list prices on iron and steel wood screws, advances have been made, more with a view of equalizing than seriously making advanced quotations, not covered by the difference in established discounts. It will be the policy of the manufacturers to so regulate the production as to avoid unwieldy stocks at warehouse, and to stimulate good stock orders from the dealers; while the agreement in regard to prices will make the market in future more regular and uniform than has been prevailing for some time past. We give herewith, as representative of the changes agreed upon, the scale of discounts announced by the Russell & Erwin M'fg. Co., New Britain, Conn , and No. 45 Chambers street, New York, to which those of all other associated makers conform:

Flat Head Iron	87½%
Round and Oval Head Iron	85%
Round and Oval Head Piano, Unpolished	85%

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Fillister Head Iron	85%
Flat Head Brass	85%
Round and Oval Head Brass	82½%
Flat Head Bronze Metal	82½%
Round and Oval Head Bronze Metal	80
Flat Head Iron Screws, Blued, 5 per cent. advance on net.	

The following are the new list prices on iron wood screws to which revised discounts refer:

LIST PRICES FOR FLAT, OVAL AND ROUND HEAD IRON WOOD SCREWS ADOPTED NOVEMBER 10, 1898.—Price per Gross.

¼ Inch No.	$	⅜ Inch No.	$	½ Inch No.	$	⅝ Inch No.	$	¾ Inch No.	$	⅞ Inch No.	$	1 Inch No.	$
0 @	.60	1 @	.60	1 @	.60	2 @	.60	2 @	.60	2 @	.61	3 @	.70
1 "	.60	2 "	.60	2 "	.60	3 "	.60	3 "	.61	3 "	.65	4 "	.74
2 "	.60	3 "	.60	3 "	.60	4 "	.60	4 "	.61	4 "	.67	5 "	.78
3 "	.60	4 "	.60	4 "	.60	5 "	.64	5 "	.67	5 "	.70	6 "	.83
4 "	.60	5 "	.60	5 "	.61	6 "	.69	6 "	.74	6 "	.76	7 "	.88
		6 "	.61	6 "	.63	7 "	.75	7 "	.78	7 "	.82	8 "	.95
		7 "	.68	7 "	.73	8 "	.81	8 "	.84	8 "	.87	9 "	1.00
		8 "	.77	8 "	.77	9 "	.84	9 "	.88	9 "	.90	10 "	1.10
		9 "	.80	9 "	.80	10 "	.87	10 "	.93	10 "	1 00	11 "	1.15
				10 "	.84	11 "	.90	11 "	.98	11 "	1.05	12 "	1.20
				11 "	.88	12 "	.95	12 "	1 05	12 "	1.10	13 "	1 35
				12 "	.95	13 "	1.00	13 "	1.10	13 "	1.20	14 "	1 55
						14 "	1.05	14 "	1.20	14 "	1.30	15 "	1.75
						15 "	1.10	15 "	1.35	15 "	1.50	16 "	1 95
						16 "	1.15	16 "	1 55	16 "	1.70	17 "	2.10
												18 "	2.30
												20 "	2.70
1¼ Inch No.	$	1⅛ Inch No.	$	1⅛ Inch No.	$	1¼ Inch No.	$	1¼ Inch No.	$	1½ Inch No.	$	2¼ Inch No.	$
3 @	.78	3 @	.85	5 @	1.15	5 @	1.25	5 @	1.40	5 @	1.70	5 @	1.70
4 "	.80	4 "	.90	6 "	1.20	6 "	1.30	6 "	1.45	6 "	1.75	6 @	2.15
5 "	.88	5 "	.95	7 "	1.28	7 "	1.35	7 "	1 50	7 "	1.80	7 "	2.20
6 "	.93	6 "	1.00	8 "	1.35	8 "	1.40	8 "	1.55	8 "	1.85	8 "	2.25
7 "	1 00	7 "	1.05	9 "	1.40	9 "	1.45	9 "	1.60	9 "	1.95	9 "	2.30
8 "	1 05	8 "	1.15	10 "	1.45	10 "	1.50	10 "	1.70	10 "	2.05	10 "	2.35
9 "	1.10	9 "	1.20	11 "	1.55	11 "	1.65	11 "	1.85	11 "	2.10	11 "	2.40
10 "	1.15	10 "	1.25	12 "	1.65	12 "	1.75	12 "	1.90	12 "	2.20	12 "	2 50
11 "	1.25	11 "	1.40	13 "	1.80	13 "	2 05	13 "	2.25	13 "	2.35	13 "	2.60
12 "	1.35	12 "	1.50	14 "	2.00	14 "	2.30	14 "	2.40	14 "	2.55	14 "	2 80
13 "	1.50	13 "	1.65	15 "	2 25	15 "	2.50	15 "	2.70	15 "	2.90	15 "	3.10
14 "	1.70	14 "	1.85	16 "	2.50	16 "	2.75	16 "	3.00	16 "	3.15	16 "	3.40
15 "	1.90	15 "	2.10	17 "	2.70	17 "	3.00	17 "	3.20	17 "	3.40	17 "	3.75
16 "	2.15	16 "	2.30	18 "	2 95	18 "	3.35	18 "	3.55	18 "	3.80	18 "	4.15
17 "	2.25	17 "	2.50	20 "	3.50	20 "	3.75	20 "	3.95	20 "	4 45	20 "	4.85
18 "	2.45	18 "	2 75	22 "	3 90	22 "	4.00	22 "	4 25	22 "	4.70	22 "	5.50
20 "	2.85	20 "	3.00	24 "	4.35	24 "	4.55	24 "	4.80	24 "	5.35	24 "	6.15
22 "	3.35	22 "	3.50										
24 "	3.95	24 "	4 15										
3 Inch No.	$	3½ Inch No.	$	4 Inch No.	$	4½ Inch No.	$	5 Inch No.	$	6 Inch No.	$		
6 @	2.50	8 @	3.40	8 @	4.30	12 @	6.00	12 @	7.00	12 @	8.45		
7 "	2 55	9 "	3.50	9 "	4.40	13 "	6.10	13 "	7.20	13 "	8.85		
8 "	2.60	10 "	3.60	10 "	4.50	14 "	6.20	14 "	7.40	14 "	9.05		
9 "	2.65	11 "	3.70	11 "	4.60	15 "	6.30	15 "	7.60	15 "	9.45		
10 "	2.70	12 "	3.85	12 "	4.70	16 "	6.40	16 "	7.80	19 "	9.85		
11 "	2.75	13 "	3.95	13 "	4.80	17 "	6 50	17 "	8.00	17 "	10.25		
12 "	2.80	14 "	4.05	14 "	4.90	18 "	6.60	18 "	8.20	18 "	11.00		
13 "	2.90	15 "	4.15	15 "	4 95	20 "	7 40	20 "	8.60	20 "	11.75		
14 "	3.05	16 "	4.30	16 "	5.00	22 "	8.45	22 "	9.75	22 "	12.50		
15 "	3.25	17 "	4 50	17 "	5.50	24 "	9.80	24 "	11.05	24 "	13.50		
16 "	3.60	18 "	4.50	18 "	5 85	26 "	11.05	26 "	12.60	26 "	16.00		
17 "	4.00	20 "	5.80	20 "	6.70	28 "	12.75	28 "	14.25	28 "	18.05		
18 "	4.45	22 "	6.35	22 "	7.30	30 "	14.50	30 "	16.00	30 "	20.10		
20 "	5.25	24 "	7.30	24 "	8.40								
22 "	5 70	26 "	8.50	26 "	9.70								
24 "	6.40			28 "	11.30								
26 "	7.50			30 "	13.00								

MISCELLANEOUS SCREWS,—From Iron List.

	Discount.
Felloe	87½%
Japanned Flat Head	85%
Japanned Round Head	80%
Kahala Flat Head	85%
Kahala Round Head	80%
Tinned Flat Head	84%
Tinned Round Head	80%
Bronzed Plated Iron Flat Head	85%
Bronzed Plated Iron Round Head	80%
Coppered Flat Head	85%
Coppered Round Head	80%
Brass-plated Flat Head	85%
Brass-plated Round Head	80%
Silver-plated Flat Head	80%
Silver-plated Round Head	75%
Headless	..
Square Bung Head	..
Round " "	..
Pinched " "	..
Grooved " "	..
Winged Screws	..
Dowel Screws	..

The brass wood screw list has been considerably extended by the addition of a number of sizes not previously made, and will now be found to cover a wider range of increasing utility.

LIST PRICES FOR FLAT, OVAL AND ROUND HEAD BRASS AND BRONZE METAL WOOD SCREWS, ADOPTED JANUARY 1, 1891. Price per Gross.

¼ Inch No.	$	⅜ Inch No.	$	½ Inch No.	$	⅝ Inch No.	$	¾ Inch No.	$	⅞ Inch No.	$	1 Inch No.	$
0 @	.80	0 @	.80	1 @	.35	1 @	.91	2 @	1.06	2 @	1.35	3 @	1.55
1 "	.80	1 "	.82	2 "	.89	2 "	.91	3 "	1.10	3 "	1.40	4 "	1.60
2 "	.84	2 "	.86	3 "	.03	3 "	.99	4 "	1.15	4 "	1.45	5 "	1.65
3 "	.87	3 "	.89	4 "	1.03	4 "	1.06	5 "	1.30	5 "	1.50	6 "	1.70
4 "	.91	4 "	.95	5 "	1.10	5 "	1.20	6 "	1.45	6 "	1.35	7 "	1.95
5 "	.97	5 "	1 03	6 "	1.20	6 "	1.30	7 "	1.60	7 "	1.80	8 "	2.30
		6 "	1.10	7 "	1.30	7 "	1.50	8 "	1.90	8 "	2 05	9 "	2.60
		7 "	1.20	8 "	1.50	8 "	1.70	9 "	2.15	9 "	2.35	10 "	2.05
		8 "	1.35	9 "	1.70	9 "	1.90	10 "	2.40	10 "	2.65	11 "	3.30
				10 "	1.90	10 "	2.15	11 "	2.65	11 "	2.05	12 "	3.65
						11 "	2.40	12 "	3.00	12 "	3.35	13 "	4.10
						12 "	2.65	13 "	3.35	13 "	3.70	14 "	4.55
						13 "	3.00	14 "	3.70	14 "	4.10	13 "	5.00
						14 "	3.35	15 "	4.10	15 "	4.55	16 "	5.55
						15 "	3.70	16 "	4.50	16 "	5.05	17 "	6.65
						16 "	4.10						
1¼ Inch No.	$	1⅛ Inch No.	$	1¾ Inch No.	$	2 Inch No.	$	2¼ Inch No.	$	2½ Inch No.	$	2¾ Inch No.	$
3 @	2.05	4 @	2.85	6 @	3.75	2 @	4.80	8 @	6.85	9 @	9.40	9 @	11.50
4 "	2.10	5 "	2.90	7 "	3.80	7 "	4.85	9 "	6.90	10 "	9.50	10 "	11.60
5 "	2.15	6 "	2 95	8 "	3.85	8 "	4.90	10 "	6 95	11 "	9.55	11 "	11.65
6 "	2 20	7 "	3.00	9 "	3.90	9 "	4.95	11 "	7.00	12 "	9.60	12 "	11.70
7 "	2.25	8 "	3.05	10 "	4.45	10 "	5.00	12 "	7.00	13 "	9.65	13 "	11.75
8 "	2.65	9 "	3.45	11 "	5.05	11 "	5.65	13 "	7.90	14 "	9.70	14 "	11.80
9 "	3.00	10 "	3 95	12 "	5.70	12 "	6.40	14 "	8.80	15 "	10.75	15 "	11.95
10 "	3.25	11 "	4.45	13 "	6.35	13 "	7.15	15 "	9 80	16 "	11.85	16 "	12.00
11 "	3.85	12 "	5.00	14 "	7.10	14 "	7 95	16 "	10.75	17 "	13.00	17 "	14.20
12 "	4.35	13 "	5 60	15 "	7.90	15 "	8 80	17 "	11 90	18 "	14.30	18 "	15.65
13 "	4.85	14 "	6.25	16 "	8 65	16 "	9.75	18 "	13.00	20 "	16.95	20 "	18.40
14 "	5.35	15 "	6.90	17 "	9.50	17 "	10.70	19 "	14 00	22 "	19.85	22 "	21.60
15 "	5.95	16 "	7 60	18 "	10.45	18 "	11 70	20 "	15 40	24 "	23.00	24 "	25.00
16 "	6.55	17 "	8.35	20 "	12.40	20 "	13.90	22 "	18.05				
17 "	7.25	18 "	9.15	22 "	14.50	22 "	16.30	24 "	20.95				
18 "	7.85	20 "	10.85	24 "	16.85	24 "	18.90						
20 "	9.35	22 "	12.65										
3 Inch No.	$	3½ Inch No.	$	4 Inch No.	$	4½ Inch No.	$	5 Inch No.	$	6 Inch No.	$		
10 @	13.70	10 @	15.85	12 @	18.40	14 @	22 40	16 @	25 60	16 @	28.29		
11 "	13.75	11 "	15.90	13 "	18.60	15 "	22.60	17 "	26.90	17 "	31.00		
12 "	13.80	12 "	15.95	14 "	18.80	16 "	22.80	18 "	20.60	18 "	34.05		
13 "	13 85	13 "	16.00	15 "	19 00	17 "	23.40	20 "	35.50	20 "	40.80		
14 "	13.90	14 "	16.05	16 "	19.20	18 "	25.75	22 "	40.70	22 "	46.80		
15 "	13.95	15 "	16.20	17 "	20.35	20 "	30.90	24 "	47.60	24 "	54.75		
16 "	14.00	16 "	16 20	18 "	22.50	22 "	35.40	26 "	53.80	26 "	61.90		
17 "	15.40	17 "	17 70	19 "	26.00	24 "	41.40	28 "	62.60	28 "	72.05		
18 "	16.80	18 "	19.40	20 "	30 80	26 "	46.80	30 "	72.15	30 "	82 95		
20 "	19.95	20 "	22.75	22 "	36.00	28 "	54.40						
22 "	23.40	22 "	26.90	24 "	40.70	30 "	62 70						
24 "	27.10	24 "	31.20	26 "	43.80								
26 "	31.15	26 "	35.80	28 "	47.35								
28 "	35.85	28 "	41.20	30 "	54.50								
30 "	41.18	30 "	47.45										

STOVE BOLTS.—List adopted August 27, 1898.

Flat Head. Price per Hundred.						Round Head. Price per Hundred.					
Lth.	⅛.5-32 &3-16	7-32	¼	5-16	⅜	Lth.	⅛ 5-32 &3-16	7-32	¼	5-16	⅜
⅜	$0.75					⅜	$0 85	$0.90			
½	.75	$0.80	$0.85			½	.85	.90	$0.95		
⅝	.75	.80	.85			⅝	.85	.90	.95		
¾	.75	.80	.85	$1.20	$2.25	¾	.85	.90	.05	$1.35	$2.50
⅞	.80	.85	.90	1.30	2.80	⅞	.90	95	1 00	1.40	2.55
1	.80	.85	.90	1.30	2.35	1	.90	.95	1.00	1.45	2.60
1⅛	.85	.90	.95	1.40	2.45	1⅛	.95	1.00	1.05	1.50	2.65
1¼	.85	.90	.95	1 40	2.45	1¼	.95	1.00	1.05	1.55	2.70
1⅜	.90	.95	1.00	1.50	2.55	1⅜	1.00	1.05	1.10	1.60	2.75
1½	.90	.95	1.00	1.50	2.55	1½	1.00	1.05	1.10	1.65	2.80
1¾	.95	1.00	1.05	1.55	2.65	1¾	1.05	1.10	1.15	1.70	2.85
2	1.00	1.05	1.10	1.60	2 75	2	1.10	1.15	1.20	1.75	2.90
2¼	1.05	1.10	1.15	1.65	2.85	2¼	1 15	1.20	1.25	1.80	3.00
2½	1.10	1.15	1.20	1.70	2.95	2½	1.20	1.25	1.30	1.85	3.10
2¾	1.15	1.20	1.25	1.75	3.05	2¾	1.25	1.30	1.35	1.90	3.20
3	1.20	1.25	1.30	1.80	3.15	3	1.30	1.35	1 40	1.95	3.30
3¼	1.25	1.30	1.35	1.85	3.25	3¼	1.35	1.40	1 45	2 00	3 40
3½	1.30	1.35	1.40	1.90	3.35	3½	1.40	1.45	1.50	2 05	3 50
3¾	1.35		1.45	1.95	3.45	3¾	1.45		1 55	2.10	3.60
4	1.40		1.50	2 00	3.55	4	1.50		1.60	2 15	3.70
4¼	1.45		1.55	2 05	3.65	4¼	1.55		1.65	2.20	3.80
4½	1.50		1.60	2.10	3.75	4½	1.60		1.70	2.25	3.90
4¾	1.55		1 65	2.15	3.85	4¾	1.65		1.75	2.30	4.00
5	1.60		1.70	2.20	3.95	5	1.70		1.80	2.35	4.10
5¼	1.65		1.75	2 25	4.05	5¼	1.75		1 85	2.40	4.20
5½	1.70		1.80	2.30	4.15	5½	1.80		1.90	2 45	4.30
5¾	1.75		1.85	2.35	4 25	5¾	1 85		1.95	2.50	4 40
6	1.80		1.90	2 40	4.35	6	1.90		2.00	2.55	4 50

Nickel Plated Stove Bolts, add One Dollar to above List Prices.



HAVE YOUR SHELLS LOADED WITH

LAFLIN & RAND SMOKELESS

ABSOLUTELY UNIFORM IMPERVIOUS TO MOISTURE

OR ORANGE EXTRA SPORTING IN USE SINCE 1808

LAFLIN & RAND POWDER CO.

MFGRS. OF BLACK AND SMOKELESS SPORTING AND MILITARY POWDERS.

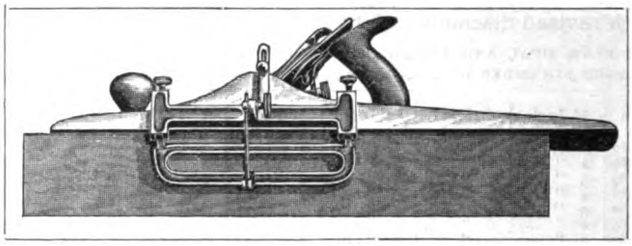
NEW YORK, CHICAGO, PITTSBURG, ST. LOUIS, DENVER.



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NEW No. 333

SHEPARDSON'S PATENT
.....IRON PLANE GAGE.



Per Doz.
$24 00
List.

Can be attached to any Iron Plane and set for jointing or at any desired level. It is well made, and fully nickeled.

WRITE FOR DISCOUNTS.

GOODELL BROTHERS COMPANY, Greenfield, Mass., U. S. A.

SINK BOLTS.—Price per Hundred.

Length..... Inch,	1	1¼	1½	1¾	2	2¼	2½	2¾	3	3½	4
Diameter...¼ "	$1.30	1.35	1.40	1.45	1 50	1.55	1.60	1.65	1 70	1.80	1.90

Discounts

Flat Head.....75 and 10 per cent. | Round Head.....75 and 10 per cent

The list prices previously prevailing on nickel-plated wood screws have been re-affirmed and in connection with the new discounts are given here for purposes of comparison:

NICKEL-PLATED SCREWS.—Flat and Round Head Iron.

No.	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	20
Inch	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts
⅛	145	145	145	145	145	150	160		....	....	....	....	....	....	..	....
⅜	145	145	145	145	145	155	163	185	205	....	....	....	....	....	...	....
¼	145	145	145	145	150	157	170	190	215	235	270	..	...	....	....	....
⅜	..	...	145	150	155	161	170	190	220	240	275	315	360	....	....	....
½	..	....	150	155	155	168	175	195	225	245	280	325	370	...	...	....
⅝	....	..	155	155	165	180	195	210	230	260	295	335	385	420	465	.
¾		....	...	188	194	205	215	238	250	285	315	355	400	440	485	585
⅞	..	...	....	215	220	230	240	255	280	312	345	380	420	460	510	615
1	..	..	..	....		240	250	270	300	345	375	405	445	500	555	670
1¼	..	..	..	....	...	...	285	300	325	375	400	430	480	530	610	725
1½	.	...	.	...	..	...	345	355	365	400	425	475	510	585	665	790
1¾	..	..	....	..		....	....	..	....	...	460	...	540	..	730	875
3	....	...	....	..	..	...	....	....	....	....	500	....	620	..	805	945

FLAT AND ROUND HEAD BRASS.

No.	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	20
Inch	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts	Cts
⅛	165	170	180	190	205	215	245	....	...	....	..	....	...	....	....	....
⅜	170	175	190	200	215	240	270	305	350	...	....	....	....	....	....	....
¼	175	185	200	210	235	255	290	330	375	420	485	..		....	....	....
⅜	....	..	210	230	255	275	310	355	405	450	515	585	660	..	...	...
½	....	..	220	240	270	295	335	380	430	480	540	620	700	..	....	....
⅝	....	....	260	270	300	330	375	430	485	545	620	700	785	870	950	....
¾	....	..	...	325	335	370	420	480	545	610	695	780	880	970	1060	1265
⅞	..	...	....	385	395	405	465	530	600	675	765	865	965	1065	1170	1390
1	....	..	..	....	....	495	510	580	660	740	840	945	1055	1165	1275	1520
1¼	....	....	..	....	....	....	685	700	720	805	915	1025	1145	1265	1385	1645
1½	....	....	....		....	....	900	920	935	955	985	1105	1230	1360	1490	1775
1¾	....	...		....	....	...	....	...	...	....	1170	....	1325	....	1600	1900
3	....	..	....	....	....	....	....	....	....	....	1345	....	1415	....	1705	2030

DISCOUNTS.

Flat Head, Nickel Plated on Iron 82½
Round Head, Nickel Plated on Iron 82½
Flat Head, Nickel Plated on Brass 75
Round Head, Nickel Plated on Brass 75

MISCELLANEOUS SCREWS.—From Nickel-Plated Iron List.

	Discount.
Bronze Plated, Imitation Bronze Meta,l Flat, Round and Oval Head	82½%
Iron Screws in Various Electro and Sand Copper Finishes, Flat, Round and Oval Head	82½%

Shot: On November 7th, a change was made in the current quotations on shot by the manufacturers, which make the following the prevailing prices with the Eastern manufacturers.

Drop Shot, up to B, 25-pound bag.....$1.25
" " " 5 " ..... .30
Buck Shot, 25-pound bag..... 1.50
" " 5 " ..... .35
Chilled Shot, 25-pound bag..... 1.53
" " 5 " ..... .35
Dust Shot, 25-pound bag..... 2.00
" " 5 " ..... .50

Terms, net 30 days, or 2 per cent. discount for cash in ten days.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, quote as follows: In lots of less than 5 barrels, 38 cents per gallon; in lots of 5 barrels or more, 37 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw; Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE CLEVELAND TRADE.

I wonder if the clerks read *Hardware*. If they do not, perhaps the proprietors will tell them that a good salesman makes customers feel that their trade is appreciated as an act of friendship. A salesman that shows indifference to this is out of place. He should aim to make every customer feel glad that he came to that store. The way to secure an advance in salary is to overfill his present position. If he earns more than he gets, he is on the way up. If he gets more than he earns, he is on the way down. He should never be more anxious about his wages than he is about his usefulness, for he has in his own hands the power to make both secure.

Success in business so largely depends on salesmen that there is little danger that the service of a salesman will be overlooked. Proprietors soon discover the one who is glad to do more than his work, and the one who spares himself by doing less.

The place for a lazy man is on the farm driving an ox team. The opportunity for advancement in mercantile business was never better than the present. No age or country ever presented a more inviting opportunity. Usefulness to the proprietor is the very best self-service. There is no lost motion; every stroke counts. Fear of lack of appreciation is weakness. Proprietors' interests, like the law of gravitation, are always at work. Anxiety to deserve appreciation should be foremost. Usefulness is sure to bring success; best places are wide open for men who are capable to fill them.

Manufacturers are prohibited from becoming interested in individuals and rewarding faithfulness, but the mercantile class are free from such degradation. Clerks have the advantage of having nothing to prevent their advance but themselves. The violation of fundamental principles by organized labor has done much to degrade laborers; and this is a potent influence in delaying prosperity.

Organized labor ought to, and would be a great benefit if it was under the control of intelligent officers. The men who prefer to work with their tongues rather than their hands usually get control, and ignorantly or purposely mislead their followers and put them in false positions, from which the poor women and children suffer. Demagogues, and sometimes officials, through pretended sympathy, aid in misleading them, when they well know the foundation principles of society are being violated, until necessity requires that the law be enforced, and the poor laborer who has been the dupe must bear the suffering. Mercantile occupations are largely free from this influence.

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Trade continues good; merchants are beginning to inquire for prices for spring shipments on nails, wire, screen wire, poultry netting, binder twine, etc., which indicates a favorable outlook.

Business men feel encouraged by the result of the election, especially in the West, where the craze for some new experiment seems subsiding. If politics can be kept from interfering with business interests the country is sure to prosper. LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURG TRADE.

At this writing the representatives of the various jobbing houses are met in convention at Milwaukee to discuss the interests of the jobbing trade. The question box is to be employed to bring out matters of interest, and it will take the combined wisdom of all present to answer satisfactorily some of the puzzlers fired at them. There is no doubt that these gatherings are of value and bring clearly before the members matters concerning which they supposed perhaps their own house was only concerned, but which turn out to be a common affair in which all have an interest.

The big question at present is the expense of doing business; that is, the percentage on the dollar for marketing goods. Some way of reducing this must be found before the jobbing business can be profitable.

As intimated in our last letter, Mr. Carnegie made an interesting talk at the banquet held in his honor by our Chamber of Commerce lately. His subject—Pittsburg—gave opportunity to bring out our strong position as a manufacturing centre for steel and to give some good advice as to transportation, etc., in the future.

All the industries hereabouts are at work and fairly well employed—some rushed with business. One large concern building steel cars of latest fifty-ton pattern has orders to keep it employed with 3000 hands for months to come.

Trade in jobbing line is good, but not so heavy as was expected earlier in the season. The year will close ahead of 1897, however. LOGAN-GREGG HARDWARE CO.

THE KANSAS CITY TRADE.

Since last we wrote, Missouri has gone Democratic and Kansas has returned to the Republican fold.

"You pays your money and takes your choice."

On the two sides of an imaginary line which separates two States, you find two classes of people. One is "sot in its ways" and repeatedly votes the good old Jacksonian brand of statesmanship. The other is a frisky, experimental, yet acute people, who go from Dan to Beersheba and persist in doing marvelous things, to which the attention of other nations is called, if not from force of habit, at least from the effects of too much "politics."

Kansas, if nothing else, is filled with "political statesmen," and Missouri, if nothing else, is filled with Democrats. This is a distinction with a difference, under certain mitigating circumstances.

We have no idea that business in either State will suffer a collapse or palpitate with a "boom."

For a business tale, we need a new vocabulary or new conditions. It's the same old story. Delightful weather; steady markets; fair values for everything that one has to sell and plenty of money for the transaction of all legitimate business. Business failures are light; new business concerns succeed old with unaccustomed frequency, it seems to us, which indicates two things, either of which the "intelligent reader" can imagine is the more probable.

Individually we can cheerfully report a very steady and growing volume of business as compared with other periods at this time of the year. This favorable condition is one that will not "pinch out" either for many years to come. Kansas City, gentle reader, is all right, and don't you ever overlook this observation. Out here, we get such enlarged ideas, where an inch of land is not worth an ordinary farm, that we take delight in just swelling up. Bust, some day?

Yes, we will "bust" some illusions which our dear friends entertain toward the "rowdy West"—and one of the illusions which has already gone glimmering is that of "rowdyism" itself. We don't live on science and ethics seasoned with "culcha" and "eclat;" we haven't many multimillionaires nor poodles of pedigree; but when it comes to short horn bulls with pedigree or multi-millions of hogs with and without pedigree, or the ethics of a great big, robust, wide-awake, virile, progressive, stanch, intelligent citizenship, which has subdued and conquered problems of vast moral, commercial and political portent, then you want to cast your eye this side the Mississippi River, and, stretching from there to the farther confines of the continent, you find something of which Berkeley saw in vision as he wrote of "the course of the empire."

Come out West some day and see us grow.

In our next letter we will, with the editor's permission, tell you something of the biggest thing of the kind in the United States. You will be interested.

Wishing an abundant success to our brethren elsewhere, trusting that they will have reasons many to celebrate Thanksgiving, we are still the

GILLE HARDWARE & IRON CO.

THE ALBANY TRADE.

"Home again," not as the old song has it, "from a foreign shore," but from the beautiful city of Milwaukee on the shore of Lake Michigan, U. S., which was so advantageously viewed by the occupants of the fifty carriages bearing the delegates of the National Hardware Association Convention on their afternoon outing, Thursday. The convention itself was a great success, as testified by the many Hardware dealers present, and the meeting of so many representative manufacturers added greatly to the interest of the occasion.

The printed reports give excellent record of the proceedings, and will, no doubt, cause feelings of regret to the jobbers who were obliged to remain away, and miss actual participation in the meetings.

Tempora Mutantur is evident to all and *et nos mutamur in illis* must not be lost sight of. The necessity of keeping up to date and adopting modern ideas and methods was never more apparent as time rolls along, and formulating new systems in conducting business economically, as tonnage increases and profits grow smaller, keeps one on the alert. Many excellent views regarding the present business situation were exchanged, starting trains of thought that will ultimately lead to more satisfactory results in handling one's business.

Screws: The recent change in lists and the cutting off of several serial discounts, we understand, makes a net advance of about twenty per cent. on the average Hardware assortment. Even now the price is low, and will it not be higher ere long? With all the factories united, what is to prevent?

Tools: Considerable activity is noticed in this line, and a full display of these attractive goods of American make will amply repay the trouble, and possibly surprise the dealer who attempts it.



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Cutlery: Increased sales were apparent, as Thanksgiving season approached and the coming of Christmas will now warrant early exhibits of our finest goods that buyers may be impressed with their beauty and utility for presents.

Orders: The mail is bringing them in larger numbers from customers and salesmen, and items and quantities show material increase. "A good cold snap" would enliven the trade in skates, and must soon be expected as winter must assert itself ere long.

The placing of orders for early spring goods by retailers is proceeding more freely than in the past few years and betokens excellent business in many lines greatly to the satisfaction of the jobber.

Collections average slow in some sections hereabouts. Possibly because stove bills carry a larger cash discount than general Hardware and command prompt pay, so we must wait. ALBANY HARDWARE & IRON CO.

Members of the Hardware Club.

At the regular monthly meeting of the board of governors of the Hardware Club of New York, held on November 22nd, the following gentlemen were unanimously elected to membership:

Lewis Cass Strauss, Tribune Building.
Willis Sharpe Kilmer, Binghamton, N. Y.
Peter Donald, No. 99 Franklin Street.
George H. Olney, No. 36 Dey Street,
D. P. McClelland, No. 104 John Street.
George L. Holton, No. 145 Fulton Street.
William D. Baldwin, N. 36 Park Row.
Henry C. Hulbert, No. 53 Beekman Street.
Walter Bernard Maynard, No. 253 Broadway.
J. D. Crary, No. 18 Broadway.
Harold G. Murray, Potter Building.
Ira E. Douglass, No. 280 Broadway.
Frank S. Smith, Times Building.
Meinrad A. Benziger, No. 36 Barclay Street.

Philadelphia Lawn Mower Co.

The Philadelphia Lawn Mower Co., No. 3107-3109 Chestnut Street, Philadelphia, Pa., have recently issued and are now mailing to the trade their catalogue for 1899, commemorating as it does their thirtieth year of manufacturing the Genuine Philadelphia Lawn Mowers, of which during that period of time they claim to have sold one million. The catalogue referred to covers an extremely wide assortment of these useful machines, from the 10 and 8-inch open wheels and open wiper with four and five blades to the 9¼ and 8-inch solid high wheels with four blades. They also manufacture a golf mower with 10-inch open wheel and eight blades, which is stated to be made on the correct principles of construction that insure a fine, close, even cut, while the draft is light, with simple action, and the construction durable. It is specially adapted for use on golf and cricket grounds and lawn tennis courts. While manufacturing so large a line of high grade mowers, in which every improvement is embodied known to mechanical perfection. They also manufacture several medium grade mowers, suitable for the wants of those who require a good working mower at a reasonable price. These are marketed under the name of the Drexel, which is an 8-inch high wheel, and The Gold Coin, having a 7-inch regular size wheel.

Included in the assortment shown in the catalogue are several styles of horse, pony and two man mowers, for use on large lawns, public parks and government grounds. The catalogue concludes with illustrations and prices of the Philadelphia Lawn Sweeper, Grass Collector and the several lawn sprinklers, which are specialties of large sale and commendable importance.

A boom in the wheelbarrow business may be expected to set in soon. An enterprising druggist on Broadway has discovered a new use for this already overworked article. In the front window of his store is a wooden wheelbarrow full of tooth brushes and "slopping over." This is, perhaps, equalled by the Fulton Street jeweler, in whose window is a flour barrel full of watches, numerous holes being bored in the side of the receptacle to show that the contents are the same all the way down.

Time used to fly, but now the wheelmen make a century run.—*Ex.*

Salesmen Wanted.

SALESMEN wanted to sell our Hardware specialties. Address, with reference, the G. L. VAN NAMEE MFG. CO., Gouverneur, N. Y.

STERLING BELLS.



CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.

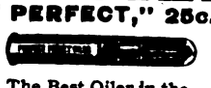


THE KILBOURNE & JACOBS MFG. CO.,

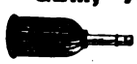
COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

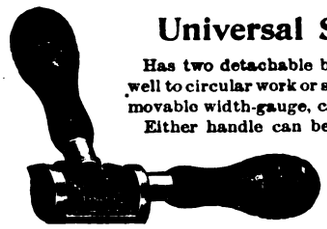
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OILERS.
"PERFECT," 25c. "STAR," 10c.


The Best Oiler in the World.
Second only to the "Perfect."
"LEADER," 10c. "GEM," 7c.


The Best Oilers Possible, at the Lowest Prices Possible.
Our name on an oiler means "best quality."
CUSHMAN & DENISON, - 174 9th Ave., N. Y.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.
STANLEY
RULE & LEVEL CO.
New Britain, Conn.
SOLD BY ALL
Hardware Dealers.



Universal Spoke Shave.
Has two detachable bottoms, adapting it equally well to circular work or straight; and, by means of a movable width-gauge, can be used in rabbeting. Either handle can be screwed into a socket on top of the stock, thus enabling the owner to work into corners, or panels.
No. 67. Spoke Shave, for curved or straight work, $1.50

Profits of Cash Discounts

In almost every line of trade a discount is allowed for prompt cash, for cash in ten days, and for cash in thirty days. The discount for cash ranges from the minimum of a quarter of one per cent. up to 10 per cent., and even to 15 per cent. in some cases. The discount for cash is a very important factor in business dealings, and yet, strange to say, it is recognized, apparently, by very few retailers.

The shrewd, alert retailer, perceiving the advantages of cash discounts, will make it the earnest purpose of his business career to reach the point where he can discount all his purchases. It is not possible for all retailers to pay cash for all their purchases at all times, but in his own interest it is the duty of every retailer to take the advantage that the terms of sale offer, up to the limit of his ability.

Let us examine into these advantages. If the face value of a bill matures at ninety days and the time of sale is subject to a discount of 1 per cent per month, then 3 per cent. on the amount will be saved by cash payment. The ambition of the retailer should be to make this entire amount, but failing to accomplish this, he should save as much of it as possible, say at least 1 per cent.

To arrange one's financial system so that he may acquire the habit of discounting bills should be the aim of every enterprising merchant. It will be a surprise to those merchants who at present feel that they are selling at sufficient profit to be able to disregard a small matter of 1 per cent. a month, to see how fixed the discounting habit will become if it is only indulged in. It is a most admirable habit, because it is a profitable habit.

Anticipating payments by the retailer may be likened to the morning opening of his business place. If he opens fifteen minutes earlier than usual, the fifteen minutes thus gained will appear to be the longest fifteen minutes of the whole day. So it is with a dollar saved by discounting. While it is only a dollar, yet it seems larger than an ordinary dollar, because it comes as a special reward for the capable administration of the finances of the business.

The time-honored terms of the dry goods trade, for example—6 per cent. ten days, or 5 per cent. thirty days, with datings—were undoubtedly devised to induce retailers to anticipate their payments. Large profits follow from the acceptance of these terms. For example, a bill sold subject to 6 per cent. in ten days, or 5 per cent. in thirty days, with thirty days dating, practically gives the retailer 6 per cent. off in forty days, or 5 per cent. off in sixty days. Note that for the twenty days the buyer loses 1 per cent. or, in other words, that by neglecting the discount he pays interest at the rate of 18 per cent. per annum for that interval. On terms of thirty days net, or 1 per cent. for cash in ten days, the same loss of discount occurs if the bill is permitted to reach maturity. Successful merchants improve these opportunities to make money; hence the advantage of cultivating the discounting habit.—*John R. DeZeller, in Hardware Trade.*

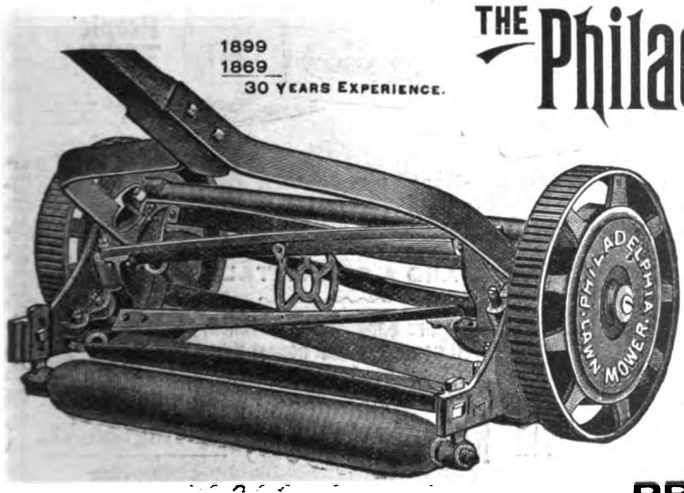
Another Bicycle Paper Converted.

The trend of the bicycle business for the future is evidenced by the attitude of the papers devoted to that trade: as witness the following assurance from *The Bicycling World:*

"Exit the department store and other mushroom sellers of cycles and re-enter the cycle dealer. The field is not to be left open to the latter, however, for if the Hardware trade is to be believed, a very large slice of the business belongs to it and it is going to leave no stone unturned to obtain it."

The convict on a chain gang is always attached to his work.—*Exchange.*

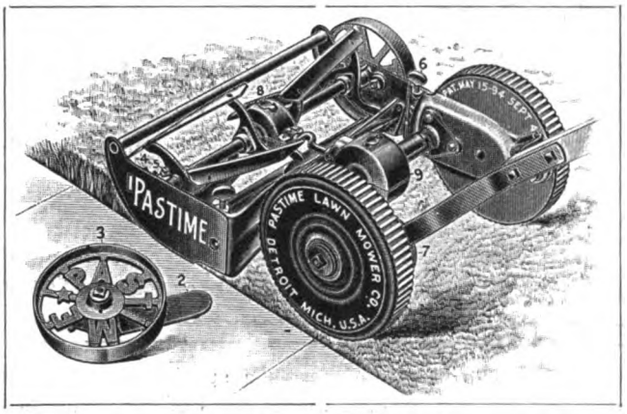
HARDWARE costs only One Dollar a year.



THE Philadelphia Lawn Mower Co.
SUCCESSORS TO GRAHAM, PAESMORE & CO.
3107 & 3109 CHESTNUT STREET,
PHILADELPHIA, PA.
SEND FOR 1899 CATALOGUE.
THE LARGEST ASSORTMENT OF THE FINEST GOODS ON THE MARKET.
PRICES DEFY COMPETITION.

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Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

SEND FOR CIRCULAR AND PRICES.

N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,
Detroit, Mich.

Marvelous Strides in Electrical Industries.

Surprising as the development of electricity in practical ways has been during the past twenty years, it requires a statistical exhibition of the subject, particularly on the financial side, to furnish an adequate picture of this progress. A recent examination of the subject furnishes some interesting details. For instance, it is stated that as recently as 1884 the total investment in electrical appliances throughout the United States did not aggregate much over $1,000,000, while at the present time the total capitalization of electrical railroad, lighting and other concerns is put down as fully $1,900,000,000. The 14,000 miles of electrical railroads which exist to-day in the United States represent a capitalization, at its par value, of about $1,000,000,000, while the electric lighting stations and plants in the country are believed to represent an investment of fully $600,000,000, the capital involved in the telephone business and all its ramifications being placed at not less than $100,000,000.—*Bradstreet's.*

The Berlin Iron Bridge Co., East Berlin, Conn., are erecting the extension of the foundry for the Benjamin Atha & Illingworth Co., Harrison, N. J. This extension is 51 feet wide and 152 feet long. The framework is of steel throughout. The sides are covered with corrugated iron on steel purlins, and are arranged for suitable doors and windows. The side columns support a 30 ton electric crane having a span of 46 feet. The roof construction is of steel trusses and purlins arranged with openings in the roof for skylights.

Hardware Dealers!

Are you thinking of adding a line of cycles to your stock this season? It will pay you to do this provided you get the right line of wheels. This is easily proven by the large number of Hardware dealers now handling them with profit. . . . . .

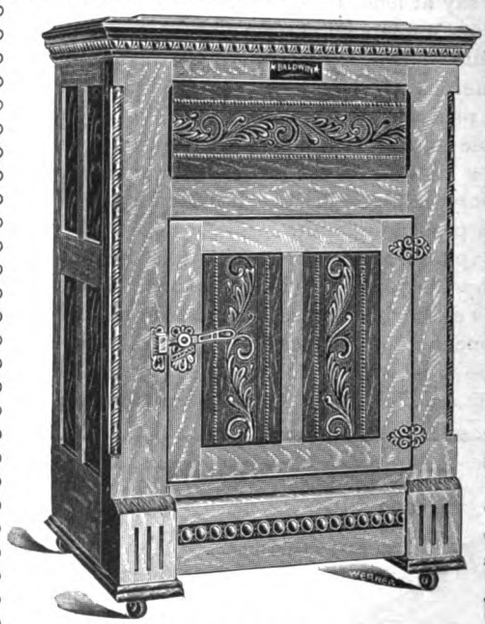
Iver Johnson Cycles

Are now sold by many Hardwaremen throughout the country and each year sees the increase of this branch of their business. Suppose you write us or let us send a salesman to talk the matter over with you. . . Perhaps you already carry a line of our Fire Arms. If so, you know their merits. Our cycles are equally as good. . . . .

—Let us hear from you.—

Branches:
NEW YORK, 99 Chambers St.
BOSTON, 408 Washington St.
WORCESTER, 364 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.



Have You heard about the new patent movable and Cleanable flue the Baldwin People offer for 1899?

SIMPLE--Easy to operate.
STRONG--Can't get out of order.
CLEANLY--Affords all Cleanable Features.

PRACTICAL AND A GREAT TALKING POINT.

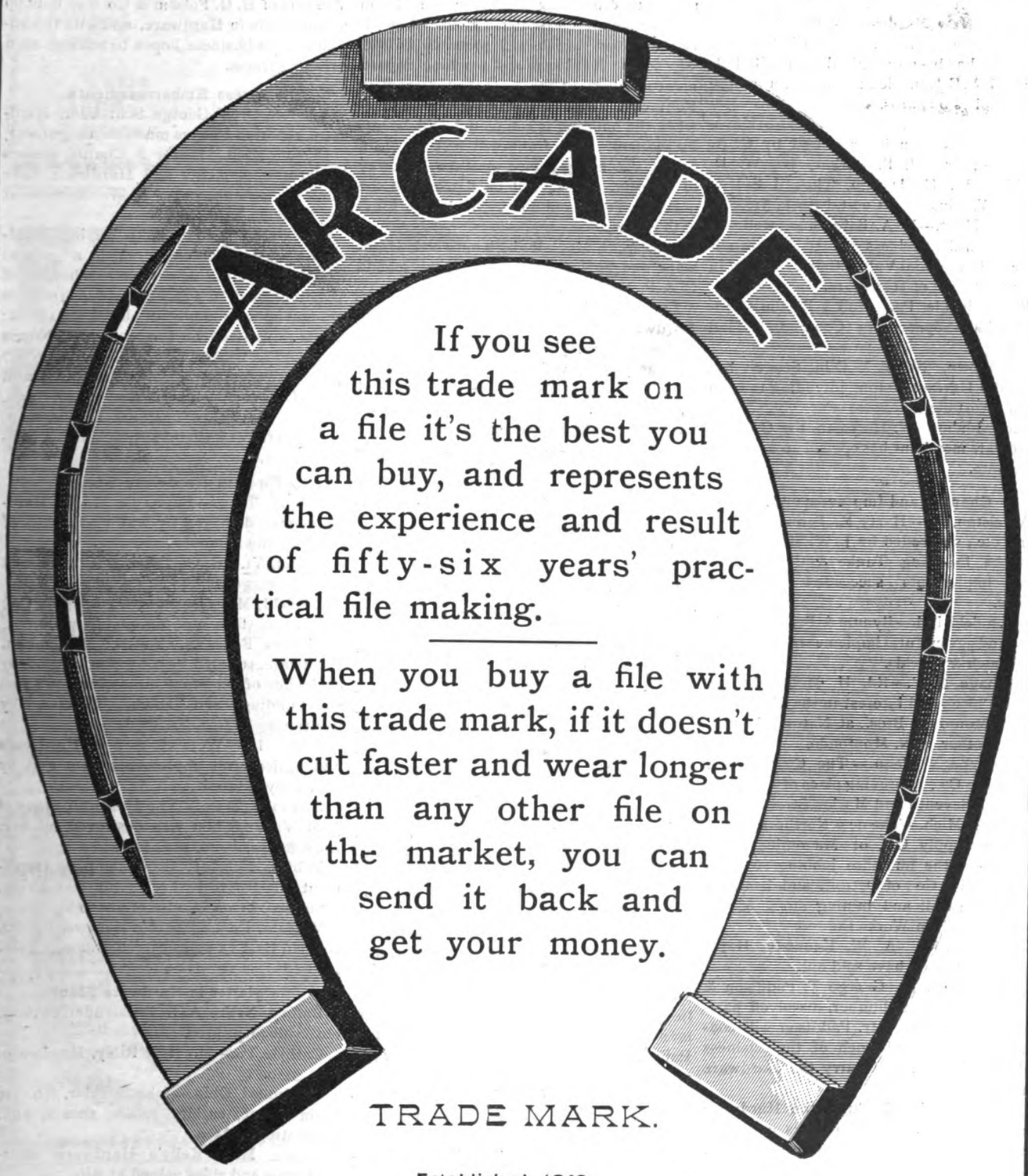
Baldwin's are handsomely designed, solidly built, well ventilated and honest throughout. 125 varieties. Send for 1899 Catalogue.

Baldwin Refrigerator Co., Burlington, Vt.

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Fifty-Six Years Making Files.

We ought to know how.



TRADE MARK.

Established 1842.

THE ARCADE FILE WORKS,

NEW YORK: 97 Chambers St.

Works, ANDERSON, IND.

CHICAGO: 118 Lake Street.

SAMUEL W. ALLERTON, President.

COURTLANDT C. CLARKE, Sec. and Treas.

ALFRED WEED, Vice-President and Gen'l Mgr.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Chattanooga, Tenn.—The Chattanooga Mfg. Co. has been organized by W. R. Patten and W. E. Hendrick to conduct a plumbers' supplies business.

Goldsboro, N. C.—The Goldsboro Hardware Co. has been incorporated by G. A. Norwood, Jr., H. B. Barker, Jr., W. E. Jenkins, W. H. Dardin, Thos. I. Sutton and J. W. Winslow. Capital stock, $10,000.

Lima, Mont.—E. A. Baily is so well satisfied with the business done at his branch store in Centennial Valley that he has put in a complete line of Hardware.

Reynoldsville, Pa.—Hall & Barton, Hardware, have opened in Centennial Hall building.

Shucktown, N. Y. — Olin Seager has opened a Hardware store, intending to keep a full assortment.

Troy, Idaho.—W. Herrman, the Genesee Hardware merchant, has opened up a branch store here.

Changes and Improvements.

Athelstan, Ia.—Harry R. Tennant, Hardware, etc., succeeded by J. W. McCann.

Avoca, Ia.—Aug. Tanke & Co., agricultural implements, succeeded by Fred Tanke.

Bloomfield, Ind.—Bynum & French, Hardware and agricultural implements, succeeded by French & Shields.

Carthage, N. Y.—Ed. H. Montondo has sold his block and interest in the Hardware firm of Montondo Bros., at Natural Bridge, to his brother, J. N. Montondo.

Chattanooga, Tenn.—The Chattanooga Hardware Co., improving place of business, corner of Seventh and Market Streets.

Detroit, Mich.—The new Northern Hardware & Supply Co., of Menominee, has bought out the immense jobbing stock of Buhl, Sons & Co., of Detroit, and has purchased the mill and mining stock of the Menominee Iron Works Co.

Duquesne, Pa.—A. W. Kennedy, Hardware, reported to have sold out.

Eau Gallie, Fla.—George T. Paddison & Co., Hardware and lumber, dissolved partnership Nov. 1st. Mr. Paddison will continue the lumber branch of the business and Mr. Bennett will carry the Hardware line.

Elmira, N. Y.—E. Buhr, the Hardware merchant, will shortly move his establishment to the store formerly occupied by W. O. Monroe, on Oakwood Avenue.

Greenfield, Ind. — Thomas & Jeffries, Hardware and agricultural implements, succeeded by Thomas & Son.

Harriman, Tenn.—J. O. Hanks, Hardware, stoves, etc., selling out business.

Hiawatha, Kan.—Sam Bradahl has purchased the Hardware stock of A. B. Prouty and moved it into the Bradahl building. Mr. Prouty has purchased A. Shober's harness business and also moved it into the Bradahl building.

Hopkinsville, Ky.—Forbes & Bro. are preparing to erect another immense addition to their mammoth establishment. When it is completed, which will probably be this winter, the Hardware and machine department will occupy the largest storeroom in Kentucky. The dimensions of the addition when the building is completed will be 100 by 120 feet. The front will rest on Main Street, extending back more than half way to Virginia and it will be flanked on the north by Tenth and on the south by Eleventh Streets.

Jamesport, Mo.—R. L. Isherwood, Hardware and agricultural implements, sold to C. & F. McClung.

Ladonia, Mo. — Alexander & Rippey, Hardware, succeeded by E. A. Mounts.

Montgomery, Ala.—The Tullis Hardware Co. has just moved into new quarters on Commerce Street, the store recently vacated by Griel Bros. & Co. The firm's business has been gradually growing from the time they opened in this city. The firm has determined to make a specialty of their retail trade, keeping everything that can be found in a regular department store. In their new quarters they are handsomely fixed up, and are prepared to fill orders for anything to be desired in their line.

Nashville, Tenn.—Tenison Son, wholesale Hardware, succeeded by A. M. Tenison & Son.

Pekin, Ill.—A. L. Meyer, Hardware, succeeded by A. L. Meyer & Co.

Pierce, Neb.—T. W. Guy has sold his interest in the Hardware firm of Guy & Keppert to J. G. Griswold, of Madison, who expects to move here at once. The new member of the firm is an expert tinner and has had years of experience in the Hardware business.

Pittsburg, Pa.—Reiter & Armstrong Ltd., Hardware, dissolved. H. C. Reiter continues business.

Pullman, Wash.—Henry Chambers & Co., the Hardware merchants, have sold their stock to Charles Waters, of Davenport, and E. E. Plough, of Harrington, the new firm to be known as Plough & Waters. Both of the new merchants have moved their families to Pullman and will reside here permanently. Mr. Chambers will remain in Pullman, where he has lived for eight years.

Rich Hill, Mo.—D. W. Johnson, advertising to sell out on account of impaired health.

Santa Monica, Cal.—J. S. Wilson, Hardware, etc., succeeded by Jackson Bros.

Spokane, Wash.—W. J. Herman, a leading Hardware and furniture dealer of this place, has opened a branch store at Troy, with J. O. Finson in charge.

St. Albans, Vt.—H. G. Folsom & Co. have opened at their Hardware store, No. 138 Main Street, a very complete stock of crockery, china, glassware and lamps which they have recently purchased. The stock will comprise all that is new and beautiful in these wares and will be one of the finest line of these goods in Northern Vermont. The firm of H. G. Folsom & Co. has built up a large trade in Hardware, and with this addition to its business hopes to achieve even greater success.

Business Embarrassments.

Bandon, Ore.—George Schroeder, Hardware, reported to have made an assignment.

Pigeon, Mich.—Foster & Challis, dealers in farm implements and Hardware, have made an assignment to F. W. Merrick, of the Farmers Bank.

Greenville, Texas.—W. J. Taylor, Hardware dealer at Commerce, made a general assignment, filing a complete schedule of liabilities and assets. Sixty-one creditors are named with liabilities placed at $13,077; assets estimated over $20,000. P. A. Norris is named as trustee.

Paris, Texas.—W. M. Lea, A. Lea and J. M. Lea, composing the firm of Lea Bros., doing a Hardware business at Sherman, filed a petition for bankruptcy in the Federal Court.

Fires in Hardware Stores.

Athens, Tenn.—Bayless & Moody, Hardware, etc., damaged by water at a loss of $100. Fully insured.

Bristol, Vt.—E. C. Dike & Co., burned out. Damage, $7000; no insurance.

Crisfield, Md.—George W. Long & Co., Hardware, store, etc., damaged by fire.

Niagara Falls, N. Y.—E. H. Cannon, Hardware, suffered loss by fire, caused by explosion of oil stove, amounting to $2500 on building and stock. Covered by insurance.

Pekin, Ill.—Weyrich & Son, Hardware and agricultural implements, damaged by fire; fully insured.

Ricev ille, Tenn.—The Hardware store of J. M. Vicars & Son was destroyed by fire. Loss, $2000; insurance, $500.

Tobias, Neb.—J. C. Chaloupka, implements, destroyed by fire. Total loss, $2200; insurance, $1500. Cause of fire unknown.

Wichita, Kan.—Houck's Hardware store, No. 116 East Douglas Street. Damage, $100. insured.

Burglaries in Hardware Stores.

Buffalo, N. Y.—A. S. Reeslander, cutlery, etc., valued at $100.

Carlisle, Pa.—Morris & Riley, Hardware; loss, $150.

Cincinnati, Ohio.—John Buchler, No. 710 Main Street; cutlery, razors, shears, etc., amounting to $500.

Lubec, Me.—Kelly's Hardware store; shot guns and rifles valued at $50.

Pittsburg, Pa.—Folks Hardware store; large quantity of cutlery. Amount not stated.

Taylor, Texas.—The Taylor Hardware Co., store burglarized and a quantity of goods stolen.

Toledo, Ohio.—Ketel Hardware Co.; loss, $50.

Westport, Conn.—Guyer & Co; loss, $300.

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THE "Norton"



Address 505 SEARS BUILDING, BOSTON, MASS.

An Air Check.

A Good Seller.

DOOR-CHECK and Spring.

WRITE FOR PRICES.

Our Headquarters,



MASONIC TEMPLE, Chicago, Ill., U. S. A.

Expert Designers, And Correct Arrangement Hardware Stock.

Manufacturers' Warren's Patent Hardware Sectional Shelving.

Shipped to all Parts of the World.

J. D. WARREN MFG. CO.

FIXTURES

We manufacture the latest style and most modern Hardware Store Fixtures at prices to get your trade.

The Cleveland Store Fixture Co.,

Factory, 153, 155, 157 & 159 Case Ave.
Salesrooms, 302 and 304 Seneca St. cor. Champlain,
CLEVELAND, OHIO.

Write us before ordering elsewhere.

...Established 1867



C. H. & E. S. GOLDBERG,

MANUFACTURERS' AGENTS FOR

General Woodenware,

BROOMS,	SCREEN DOORS,	LINOLEUM,
BRUSHES,	WINDOW SCREENS.	MATTING,
BASKETS,	WASHING MACHINES,	RUGS,
REFRIGERATORS,	CLOTHES WRINGERS,	CORDAGE,
SNOW SHOVELS,	HAMMOCKS,	TABLE OIL CLOTH,
FLOOR OIL CLOTH,	BICYCLES,	ICE CREAM FREEZERS.

Possessing ample facilities, in their new location covering nearly a whole block, they are enabled to carry the largest stock of goods in this line known to the trade.

New Catalogue Mailed on Application.

WEST BROADWAY, READE and HUDSON STS., NEW YORK.



THE CHISHOLM & MOORE MFG. CO.,

(Formerly MOORE MFG. CO., of Milwaukee, Wis.)

MANUFACTURERS OF

STEEL DOOR HANGERS
and STEEL DOOR RAILS.
CHAIN HOISTS, CRANES, TROLLEYS,
ELECTRIC HOISTS, ETC.

Send for Catalogue.

Lake and Kirtland Sts., CLEVELAND, OHIO.



TRADE MARK.



A. CHIPMAN, Treas.

GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.

The Original Ring Packing.

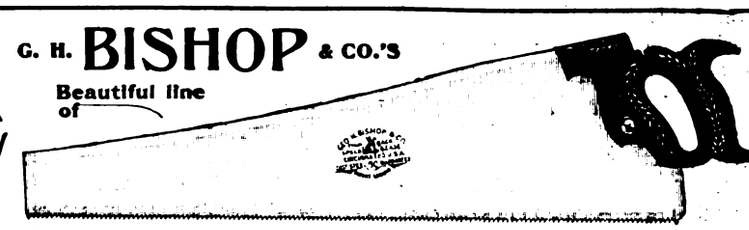
In ordering give EXACT diameter of Stuffing Box and Valve Stem.

None genuine without this Trade Mark.

THE GOULD PACKING CO., EAST CAMBRIDGE, MASS.

SAWS

G. H. BISHOP & CO.'S Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives,

KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Atlantic, Ia.—A broom factory has been started by I. Sandburg & Son on West Fourth Street.

Camden, N. J.—The Gale Mfg. Co. have filed articles of incorporation. The objects of the corporation are to buy and sell window sashes and general Hardware. The capital stock is $50,000, and the amount paid in is $40,000. The corporators are Rufus E. Eggleston and Harry Eggleston, of Philadelphia, and Lewis' H. Wilson, of Camden.

Corfu, N. Y.—A new enterprise has been undertaken by Nelson A. Brown. He has rented part of the Barden block on Main Street and will open a factory for making brooms.

Kansas City, Mo.—The Springless Lock Co. have filed articles of incorporation. Capital stock, $5000. Incorporated by J. J. Kendrick, H. B. Coleman, J. E. Dusbach and others.

Lincoln, Neb.—The Woodmansee & Hewitt Mfg. Co. has filed articles of incorporation with the Secretary of State. The capital stock is $40,000 and the incorporators are Harrison Woodmansee, J. J. Hewitt and T. D. Hewitt. The business of the company is to manufacture and sell windmills and pumps.

Maumee, Ohio—A window glass factory to cost $50,000 and to employ 125 men is about to be built.

Moline, Ill.—The Eastern Moline Plow Co. has been incorporated; capital stock, $50,000; incorporators: G. A. Stephens, N. Gallen and C. R. Stephens.

New Haven, Conn.—The American Plating Co. has just been organized with a capital stock of $5000. This company will carry on a plating and japanning business and will also manufacture rods and Hardware.

Peoria, Ill.—W. A. Selby, a son of James Selby, late of the firm of Selby-Starr, has leased the old Fort Clark power house, at the end of Monroe Street, and will soon be ready to start manufacturing a full line of farm implements and machinery.

Portland, Me.—The Saylor Rubber Co. has been organized for the purpose of manufacturing and dealing in all kinds of rubber goods, with $150,000 capital stock, of which $500 is paid in. The officers are: President, F. G. Saylor, of Boston, Mass.; treasurer, Chas. J. Southwick, of Winthrop, Mass.

St. Louis, Mo.—The Home Lead Co. have filed articles of incorporation, with a capital stock of $130,000; fully paid.

Changes and Improvements.

Akron, Ohio.—The Frantz Body Co. have purchased the plant of the Akron Hardware Co. They will manufacture bodies for carriages, giving employment to 100 men. Active operations will begin shortly.

Cleveland, Ohio.—The Champion Rivet Co., which occupies a leased building on the C. & P. tracks near Euclid Avenue, has decided to erect a building of its own. The new building will be located on the C. & P. tracks near Union Street. Employment will be given to about 50 men.

Eaton Rapids, Mich.—The Eaton Rapids Axe Factory, at Petreville, has been leased by Holcomb & Bunker, who will commence operations immediately,

Elwood, Ind.—The defunct forge works have been purchased by the Wright Spade & Shovel Co., of Anderson. New machinery will be put in, and the works will be converted into a rolling mill, to manufacture heavy sheet iron for the Anderson plant.

Ithaca, N. Y.—The Ithaca Gun Co. have purchased the entire plant of the Wilkes-Barre Arms Co., makers of the Wilkes-Barre and Parry guns. The whole equipment will be moved to Ithaca and added to the plant of the Ithaca Gun Co.

Kansas City, Mo.—The McCormick Harvester Co. have concluded negotiations for the vacant property at the northeast corner of Hickory and West Thirteenth Streets, adjoining their present building, and will erect a four or five-story warehouse 120 by 127 feet. The new building will cost about $70,000.

Kansas City, Mo.—The four-story brick business block at Nos. 1416-18 West Eleventh Street has been purchased by the J. S. Case Threshing Machine Co., of Racine, Wis., and will be used as a Western headquarters for the implement company.

Kansas City, Mo.—The officials of the Eagle Mfg. Co. announced that increasing business has made an addition to the plant, in the shape of a large warehouse, necessary. The new building will be one story high, and built of brick. Forty by 250 feet will be its dimensions. The plans have already been drawn and ground will be broken for the building shortly.

Kokomo, Ind.—The capital of the Kokomo Rubber Co. has been increased from $50,000 to $100,000.

Lorain, Ohio.—The formal transfer of the enormous business of the Johnson Co. has been made to the Lorain Steel Co.

Mansfield, Ohio.—The new structural iron building of the Lean Harrow Co., which has been in course of construction for some time past, is nearing completion, and will be ready for occupancy shortly. The building is substantially built. It is a one-story brick building, trussed with steel, and its dimensions are 60 by 306 feet. It has a slate roof and will be equipped with a lot of new machinery and latest improved appliances for work. In the building will be assembling room, paint shop and warerooms.

Muncie, Ind.—The White River Iron Mill now owned by T. F. Ross, will soon pass into the hands of William Martin, a wealthy iron manufacturer of Pittsburg. The mill is one of the largest of its kind in the West, but has not been running with a full complement of men for some time.

Springfield, Mass.—Members of the firm of Bausch & Harris, who operate the Brightwood machine and tool-making factory, are now considering plans for the erection of a large addition to their plant. It has been estimated that the addition will cost about $25,000, and when built will give the plant the shape of a quadrangle. More engine room is required, and this will be included in the plans.

Toledo, Ohio.—The Union Mfg. Co. have decided on a new departure—that of manufacturing door and window screens.

Toledo, Ohio.—The Prentiss Tool Co., of New York, Chicago and elsewhere, are purchasing the machinery of the Yost bicycle plant, and it is being rapidly shipped out. When the machinery has all been removed the disposition of the building will be made, but who will take it is a matter of doubt yet.

Toronto, Ont.—The Cockshutt Plow Co. have just erected a large new five-story warehouse and shipping room at a cost of $10,000, and are to-day engaged in the building of new and handsome office premises, which will cost, when completed, something near $5000.

Toronto, Ont.—Within the past twelve months the Verity Plow Co. commenced the building of a new factory at a cost of $75,000. This factory is almost completed and ready for occupation.

Troy, N. Y.—The plant of the Empire Stove Works, at the corner of Ida and Second Streets, has been purchased by Felton & Hughes, who will conduct the business under the new firm name. The new proprietors ore W. A. Felton, for several years manager of the Empire Stove Works, and for forty years an employe of the company, and B. F. Hughes, who has been an employe of the company for twenty years.

Recent Embarrassments.

New York, N.Y.—Henry T. Bragg, manufacturer of light machinery and patented devices, at No. 73 Watt Street, corner of Greenwich Street, has made an assignment without preferences, to James S. Fitch, of Yonkers.

Recent Fires.

Lafontaine, Ind.—The handle works of John L. Davis & Co. have been destroyed by fire of unknown origin. The loss of machinery and stock is $3000; insurance, $2000.

Toronto, Ont.—The McDonald Tin Mfg. Co., damaged by fire at a loss of $55,000.

Roxbury, Mass.—The plant of the Trimont Mfg. Co. has been badly damaged by fire.

Miscellaneous.

Springfield, Ohio.—The Superior Drill Co. are preparing to send out twenty-two cars of grain drills for shipment to Australia. They have sent out 10,000 disc drills this year alone.

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THE BANNER
OIL HEATER

....Has been on the market for five years....



SIZE 2.
971 HEATER
COMPLETE
Height, 27 in.
Wick, 9 in. in
Circumference.

Thousands are in use all over the world.

Light and Portable.

No Ashes, No Dirt.

Less Care Than an Ordinary Lamp.

Large Opening for Filling.

Indicator Showing Amount of Oil in Fount.

Perfect Ratchet Wick-raising Device.

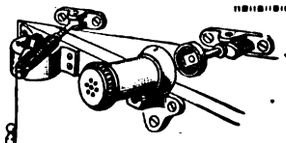
Patent Double Drum, Increasing Radiation More Than Half.

FACTS TALK.

They give satisfaction to others, and will to you If not, we will refund your money ...

New York.
Boston.
Chicago.

Plume & Atwood Mfg. Co.,
FACTORIES.
Waterbury and Thomaston, Conn.



You don't have to

send it back to the factory if repairs are needed. You can get the needed part and repair it yourself and make it as good as new. There is money in the repair business.

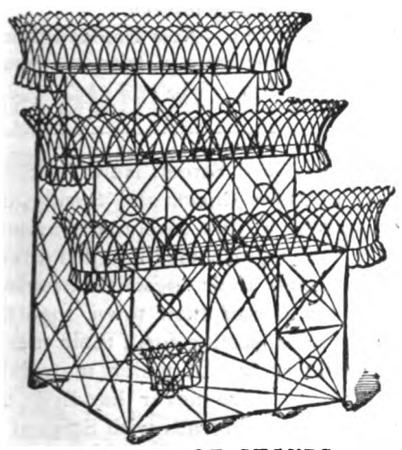
The Eclipse Check and Spring is a necessity, a fact that is proved by increasing sales. Push it in your section and share in the profits. We will help by supplying advertising matter.

SARGENT & CO.,

New Haven, Conn New York. Philadelphia. Boston.

1899 CATALOGUE
FOR WIRE CLOTH AND WIRE WORK
OF ALL KINDS.

Bank and Office Railings, Brass and Iron Work, Riddles and Screens.



FLOWER POT STANDS.

ESTEY WIRE WORKS CO.,
65 FULTON ST., NEW YORK.

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue of . . Scythe Stones, Oil Stones, Razor Hones and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.

TRY SOMETHING NEW.
The PLANET
LEATHER



Dust Beater.

They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

PLANET MFG. CO., Springfield, Mass., U. S. A



PATTERN LETTERS
For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc.
PRICE-LIST TO APPLICANTS.
HEBER WELLS,
157 William St., NEW YORK.



Covert Mfg. Co.,



WEST TROY, N. Y.

"PRODUCTIVE OF RESULTS."

Pope Mfg. Co., Hartford, Conn. [*Bicycles*]: While little advertising seems to be necessary this year to sell Columbia Bicycles, we still feel that our advertising with you is productive of results.

WILLIAM H. LITTELL,
HARDWARE
MANUFACTURERS' AGENT,
127 Duane St., NEW YORK.

Since 1859 connected with Durrie & Rusher, and their successors, Horace Durrie, H. Durrie & Co., Durrie & McCarty, and J. C. McCarty & Co; and for years, and until May 1, 1898, a member of the last named firm.

Correspondence with Manufacturers invited with a view to representing them to the Export and Domestic Trade. . . .

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Baltimore, Md.—The Baltimore Rubber Co. has been incorporated by Wm. A. Jones, Alfred L. Lindsay, Thomas J. Skinner, Charles L. Lucas, Samuel H. Jones. Capital stock, $100,000.

Calera, Ala.—D. T. Demarest, of Alexandria, is reported to have arranged with the McKnight Mfg. Co., of South Calera, Ala., for the manufacture of his patented wood bicycles.

Cambridge, Mass. — The Wesley B. Churchill Co. has been incorporated with Wesley B. Churchill, president; Henry C. Churchill, treasurer; to manufacture and deal in bicycles and motor carriages. Capital stock, $10,000.

Chicago, Ill.—The Heath-Quim Co., manufacturers of the Heath bicycle pump, and bicycle specialties, etc., of Minneapolis, Minn., have opened up a branch office in this city, at No. 56 Fifth Avenue.

Pardeeville, Wis.—Thomas Madden, Hardware, sporting goods, etc., has opened up store.

Portland, Me.—The Saylor Rubber Co. has been incoporated by Franklin G. Saylor, Chas. J. Southwick and others. Capital stock, $150,000.

Springfield, Mass. — Hendee Mfg. Co., bicycles, incorporated under same style.

Changes and Removals.

Athens, Ga.—W. D. McGregor, bicycle sundries, etc., selling out stock.

Chicago (Burnside), Ill.—Chas. M. Perkins, bicycles, discontinued.

Chicago, Ill.—Kabaker & Debbs, manufacturers of bicycles, dissolved.

Clarinda, Iowa. — David Tharp, Hardware, sporting goods, etc., has been succeeded by Tharp & Klise.

Fort Wayne, Ind.—Black & Peltier, bicycles, dissolved.

Hempstead, N. Y.—Harvey & Co., bicycles; business is now conducted by R. F. Harvey alone.

Hollywood, N. J.—The Hollywood Golf Club has been incorporated by Joseph J. O'Donohue, Jr., Maurice M. Sternberger, Thomas J. O'Donohue and others, to manufacture golf club and other athletic goods, etc. Capital stock, $5000.

Kansas City, Mo.—C. H. Rebenschied & Son, bicycles, etc., discontinued.

Kinston, N. C.—Bell & Sons are building a bicycle shop next to their repair shop, on Gordon Street.

Newark, N. J.—The Bevel Gear Wheel Co., principal office, No. 788 Broad Street. To manufacture bicycles, etc. Capital, $1,000,000. Incorporators: Theodore F. Merseles, Charles M. Richards, Wm. H. Miller, Victor W. Hungerford, Frederick J. Stimson and Elliott Mason, 788 Broad Street, Newark, N. J.

Santa Ana, Cal.—Wright & Hill, bicycles, dissolved, succeeded by A. C. Hill.

West Liberty, Ia—Morris & Son, Hardware, sporting goods, etc., succeeded by B. H. Smith and A. H. Floyd.

Recent Embarrassments.

Indianapolis, Ind.—Frost Gear Case Co., reported to have appointed a receiver.

Recent Burglaries.

Lake Charles, La. — Burglars entered Woolman's retail store of sporting goods a few nights since and carried away $200 worth of revolvers, pocket-knives and other goods.

Recent Fires.

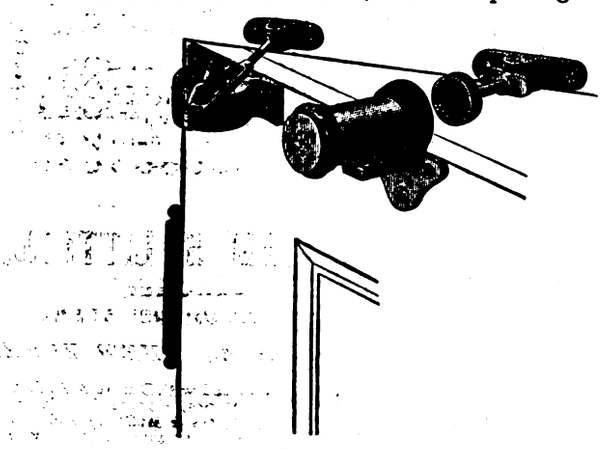
Cleveland, Ohio.—The Standard Wheel Co., works at No. 44 Bessemer Avenue, destroyed by fire. Partially covered by insurance.

Reading, Pa.—The Keystone Cycle Co.'s plant has been burned. The building, machinery and contents are a total wreck. Loss, $30,000; partly insured.

Tyler City, Conn.—New England Tricycle Co., manufacturers of tricycles; works destroyed by fire.

The Eclipse Door Check and Spring.

In all large office buildings, hotels and public institutions, the increasing use of the Eclipse Door Check and Spring has become a positive necessity. In days gone by it was considered a proper thing to ornament the door with some such peremptory notice as "Shut the Door," but the frequenter of these elegant modern structures no longer looks for such a reminder, rather expecting the door to



close noiselessly and effectually by an attachment for closing it, without his assistance.

The manifold advantages of "The Eclipse" are generally recognized by the Hardware trade. It is easy to obtain, easy to apply and easy to keep in order. If at any time repairs should be needed, it is not necessary to send the whole appliance back to the factory to place it in working order. All one has to do is simply to order the broken part; anyone can attach it.

Sargent & Co., No. 149 Leonard Street, New York, the manufacturers of the Eclipse Door Check and Spring, announce that, to assist disposing of this seasonable article, they are prepared, as usual, to furnish electrotyped advertisements to all dealers handling their specialties, for use in the columns of the local paper of their town, together with booklets and envelope slips, setting forth their merits and advantages, the intelligent use of which materially helps the sale. Dealers who have never handled the Eclipse would find it wise to communicate with Sargent & Co., with a view of adding this profitable line to their stock.

Irish Wit.

The well from which Irish stories are drawn is inexhaustible. Here is a good example of Pat's wit and readiness. An Irish witness was being examined as to his knowledge of a shooting affair. "Did you see the shot fired?" the magistrate asked. "No sorr, I only heard it," was the evasive reply. "That evidence is not satisfactory," replied the magistrate, sternly. "Stand down!" The witness turned around to leave the box, and directly his back was turned, he laughed derisively. The magistrate, indignant at this contempt of court, called him back and asked him how he dared to laugh in court. "Did ye see me laugh, your honor?" queried the offender. "No, sir; but I heard you," was the irate reply. "That evidence is not satisfactory," said Pat, quietly, but with a twinkle in his eye. And this time everybody laughed except the magistrate.—*Westminster Gazette.*

The man with a shady character ought to be able to keep cool.—*Exchange.*

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PUSH THE BUTTON!

"Just hear dem Bells."



NEW DEPARTURE

Continuous ALARM BICYCLE BELL...

Rings While Button is Pressed.

LATEST NOVELTY OUT.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

113 Chambers Street,

NEW YORK



CARBON (Black Diamond) TOOLS

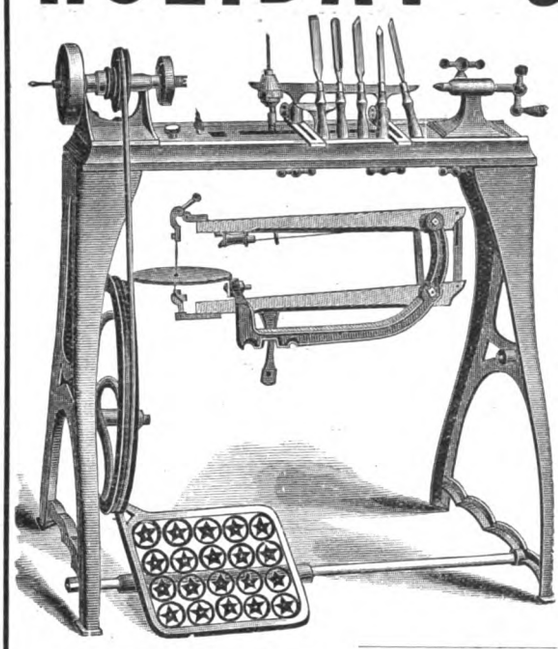
FOR

Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechan cal Purposes.

THOS. L. DICKINSON,

45 Vesey St., NEW YORK CITY, U. S. A.

HOLIDAY GOODS.



Many kinds of Scroll Saws have been put on the market by ourselves and other manufacturers during the past twelve years. Of these only a few have proved good enough to remain in demand. The call now is for a well-made, practical machine, and all second-class ones are of slow sale.

Those who want a good Lathe with Scroll-Sawing Attachment and all Tools and Improvements to the very latest moment will buy the Goodell Lathe.

Those who want only a Scroll Saw with Drilling Attachment and Rubber Blower will prefer the Rogers Saw.

These two machines are taking the place of all others, and are now the most in demand throughout the world.

No dealer can make a mistake by laying in a stock of them. About Christmas time they are wanted in every town, and will make business lively at this otherwise dull season.

We also keep a full stock of Designs, Wood, and all other Scroll Sawing goods.

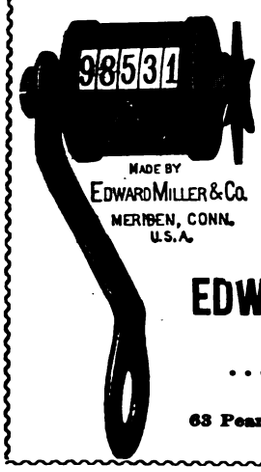
Price of Goodell Lathe, complete, $12.00.

Price of Rogers Saw, complete, $3.50.

MILLERS FALLS CO.,

No. 93 Reade Street, New York

The BURDICK CYCLOMETER.



Weight 1 Ounce.

10,000 Miles and Repeat.

New Principle. Reliable. Best.

Dust Proof. Water Proof.

1898 GOODS.

MILLER'S A1 LAMP.

EVERLIT LAMP.

ROYAL BELLS

EDWARD MILLER & CO.,

Factories and General Office,

...MERIDEN, CONN...

STORES:

63 Pearl St., Boston, Mass., and

28-30 West Broadway, New York

CALCIUM KING

ACETYLENE GAS

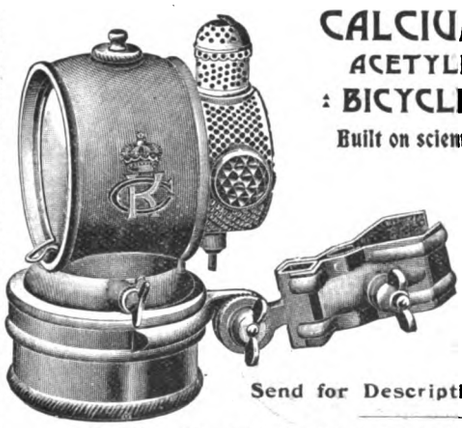
: BICYCLE : LAMP :

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.



Send for Descriptive Booklet.

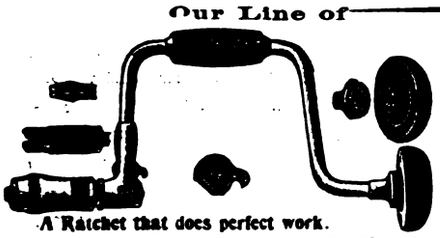
GEO. H. CLOWES MFG. CO.,

202 Postal Bldg., New York. Waterbury, Conn.

LANCASTER MACHINE & KNIFE WORKS, LANCASTER, N. Y.

Our Line of

BRACES AND CLEAVERS



A Ratchet that does perfect work.

Is Most Complete,

Quality the Highest.

HAVE YOU OUR CATALOGUE?



Warranted.

ALLERTON-CLARKE CO.,

Sole Agents,

118 Lake Street, CHICAGO, ILL.

97 Chambers and 79 Reade St., NEW YORK.

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...Advance Announcement...

20th Century Mfg. Co., 17 Warren Street, New York.

20TH CENTURY

1899 Model Kerosene Headlight.

20TH CENTURY

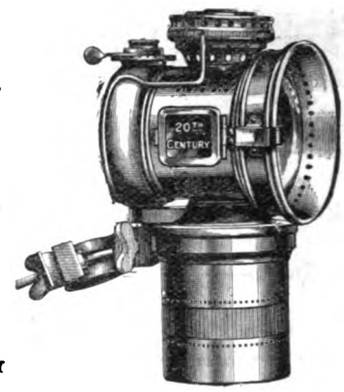
...ACETYLENE GAS HEADLIGHT...

FOR BICYCLES AND CARRIAGES.

Worth Investigat'ng by the Trade.

ELECTROTYPES FOR CATALOGUES NOW READY.

Full page advertisement giving particulars in issue of "Hardware," October 25.





20th CENTURY CYCLOMETER.

HOUSE FURNISHING SPECIALTIES.



TACK CLAWS, GIMLETS, KITCHEN CHOPPERS, ICE AWLS, CARPET STRETCHERS, &c.

Send for Illustrated Catalogue.

W. W. PRYOR HARDWARE MFG. CO., Newark, N. J.

NEW YORK OFFICE, 124 Chambers St.

HIGHEST AWARD, MEDALS AND DIPLOMAS, AT THESE EXPOSITIONS.



VIENNA 1873.



PHILADELPHIA 1876.



PARIS 1878.



CHICAGO 1893.

NEW YORK OFFICE, 114 Chambers St.
PHILADELPHIA OFFICE, 412 Commerce St.
BOSTON OFFICE, 100 Milk St.

BARNEY & BERRY'S

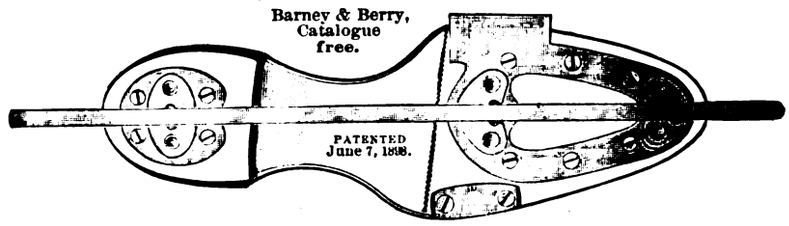
SAFETY EDGE HOCKEY.

Patented June 7, 1898.
BARNEY & BERRY,
Springfield, Mass.



A glance at above cut will immediate'y convince skaters ot the superiority of design of this skate. All Hockey skates heretofore in general use have a very wide open space between stanchions, in which Hockey sticks catch, tripping the player, and through which the puck passes when he attempts to stop it with skate, and blade between stanchions is very narrow and thin without reinforcement, which prevents high temper without extreme tendency to break. In the construction of our Hockey blades we avoid all these difficulties by several braces which strengthen without adding weight, and blades are of high temper, for which our skates are celebrated.

An examination of the shoes used by Hockey players will show them to be badly worn on the edges such wear showing the frequent contact of the leather with the ice in making short turns, which results in slipping and many falls.



Our newly patented safety edge foot plate, which prevents this wear, having an extension projecting beyond the inside edge of shoe sole, which is ground off to conform to shape of sole after skate is fastened for use, as illustrated by the dotted lines at "A" in cut.

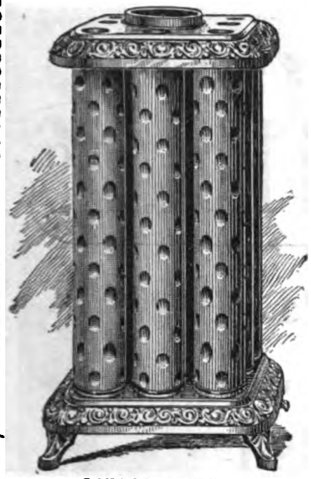
We also furnish with each pair of skates two pieces marked "B" in cut, for use on outer side of sole. All parts finely finished. Workmanship and material guaranteed.

Weight of pair (size 10 inch) is 20 ounces.

Catalogue Free.

Barney & Berry,
Springfield, Mass.

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SQUARE STYLE.

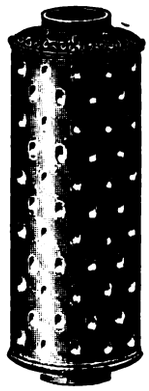
NEW ERA RADIATORS

Are adapted for any stove or furnace pipe, and will positively reduce coal bills from ⅓ to ½, or make cold houses warm and comfortable without extra fuel. . . . . .

The harvest time for selling them is in the fall. A display of them will bring customers to your store. Send for our inducements.

WILMOT CASTLE & CO.,

83 Elm St., ROCHESTER, N. Y.



CYLINDRICAL STYLE.

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, DIRECTOR,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.
Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

Write for particulars to

The Philadelphia Commercial Museum,

233 South Fourth Street, Philadelphia, Pa.



Merchant's METAL "Spanish Tiles"

We have three distinct sizes for straight surfaces, viz.:
7x10 in., 10x14 in. and 14x20 in.
AS WELL AS A
SPECIAL GRADUATED TILE FOR CONICAL SURFACES.
The most Ornamental Roof made . . . and Thoroughly Storm-proof.

These Tiles are made of Cold-Rolled Copper, 12, 14 and 16 oz. Also, of various Grades of Roofing Plates and Galvanized Steel.

Also, 10x14 in. and 14x20 in. Gothic Tin Shingles.

MERCHANT & Co.,

INCORPORATED.

PHILADELPHIA, 517 Arch St.
CHICAGO, 36 La Salle St.
NEW YORK, 245-7 Water St.
BROOKLYN, 584 Flushing Av.

WE WANT...

to interest every Dealer and Agent on earth in the sale of the



EXCELSIOR WASHING MACHINE.

It is the best and most economic Washer made. .. Send for sample and prices.

EXCELSIOR MFG. CO.,
MUNCIE, IND.

"Columbia" Socket Spading Forks.

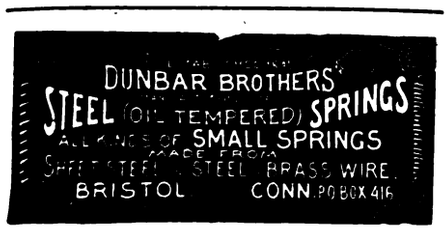


Heavy Angular Tines. Extra Strong Shank and Socket.

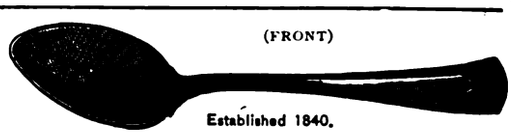
MADE EXCLUSIVELY BY

THE IOWA FARMING TOOL CO.,

Fort Madison, Iowa.



Highest Grade of
Silver Plated Ware
In Spoons, Forks, Etc.
Manufactured by



(FRONT)

Established 1840.

L. BOARDMAN & SON, East Haddam, Conn.



(BACK)

Also Nickel Silver Flat Table Ware and Britannia Spoons.

Write for Catalogue and Prices.

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There is Only One Line of

Aluminum Oil Heaters

in the World.

They discount all others in

Beauty, Finish

and

Working Qualities.

They are Big Sellers. Price is Low.

....Guaranteed not to Tarnish from Heat. Three Sizes....

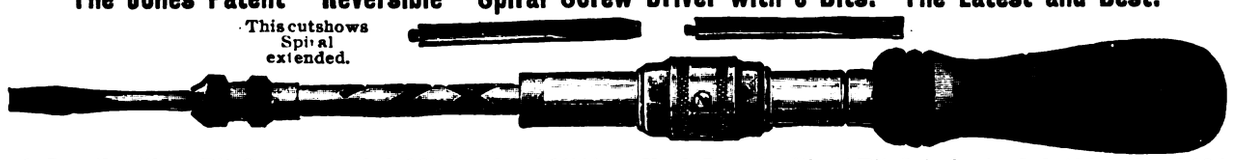
NOVELTY MFG. CO.,

Jackson, Mich., U. S. A.

SPIRAL SCREW-DRIVERS

The most complete and best finished line in the world, consisting of

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.



No. 1, Length without Bit, Spiral extended, 16¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 16½ in., closed 10½ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

... "Electric" Spiral Screw-Driver...

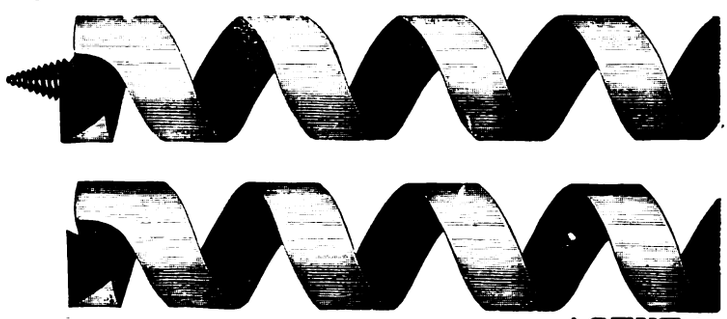
THE BEST IN THE MARKET FOR THE MONEY.

No. 01, Length Spiral Extended, 18 in., closed 11¼ in. No. 02, Length Spiral Extended, 12¼ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO., *Sole Agents,* 67 READE STREET, NEW YORK, U. S. A.

SNELL MANUFACTURING COMPANY, FISKDALE, MASS.



Ship Augers and Ship Auger Bits....

These goods are made by skilled mechanics on new and improved machinery from especially selected cast steel made for the purpose. . . .

The large increase in their sales testify to their quality that they are superior to any other make.

They are finished so they can be used to bore with the grain as readily as across the grain, through the knottiest timber without swerving. . . .

AGENTS:

John H. Graham & Co., 113 CHAMBERS ST., NEW YORK.

Underhill, Clinch & Co., 94 CHAMBERS ST., NEW YORK.

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$30.00 per DOZEN

To the Trade.

BARGAIN OIL HEATER.

THIS Heater is rightly named. It is the greatest bargain ever offered in this line. It is made entirely of polished steel, polished brass, and polished aluminum; nicely japanned and nickel plated. There are no castings to break, consequently it is practically indestructible.

Burns a clear white flame without smoke or odor.

Every stove guaranteed.

DIMENSIONS.

Height, 26 inches.
Size base, 13½ inches.
Size drum, 7 inches.
Circular wick, 8 inches.
Weight, 10 pounds.

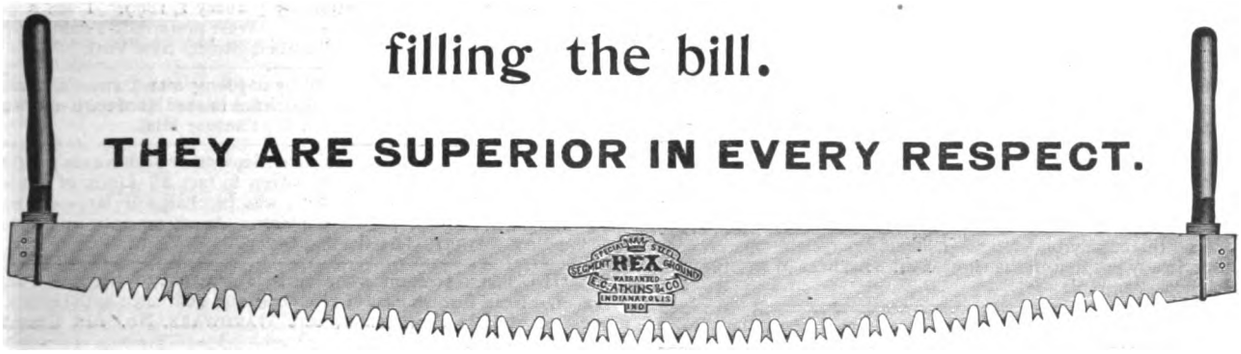


NOVELTY MFG. Co.,
Jackson, Mich, U.S.A.

No question about **ATKINS' SAWS**

filling the bill.

THEY ARE SUPERIOR IN EVERY RESPECT.



ATKINS' SEGMENT GROUND CROSSCUT SAWS

are used the world over.

Write for Catalogue and Prices . . .

PATTERSON, GOTTFRIED & HUNTER LTD.,
Agents for Greater New York.

E. C. ATKINS & CO.,
INDIANAPOLIS, IND.

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PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety. Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

GEO. W. NOCK, Manufacturer of
KEYS AND Locksmiths' Supplies,
BICYCLE Supplies. . .
146 No. 4th St., PHILADELPHIA.

NO MORE INK-STAINED TABLE COVERS OR RUINED CARPETS absolutely unspillable inkstand sent by mail postpaid for 35c. in stamps. THE BOSS INK STAND CO., 20 Hawley Street, Boston, Mass.

One of the Best Mediums Known.
C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.
Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

WANTED—Salesman; hustler to State and county rights for patented household specialty. Address Box No. 1, care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man thoroughly acquainted with cutlery, cabinet Hardware and carpenters' tools as salesmen in a large retail Hardware store in New York City. Address, stating age, references and salary expected, W. V. N., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—By a large manufacturing establishment, a man to produce new articles for manufacture; line—mechanical Hardware and light machinery. Must be quick to see opening for new article and competent to design it. Trained mechanical engineer preferred. State fully past occupation and pay expected. Address "GOOD CHANCE," care HARDWARE, No. 143 Chambers Street, New York.

A FIRST-CLASS iron pattern fitter wanted; one who has worked on stone work; must be sober, and have experience in that line, and be able to take charge of that department. Address C., No. 910 East Clay Street, Richmond, Va.

WANTED a cutlery and gun man thoroughly conversant with business; must be active, pushing and capable of taking charge of a department in wholesale house. Address, giving age, experience, reference and salary expected, etc., P.O Box 812, Pittsburg, Pa.

A MAN who thoroughly understands fastening porcelain tops on door knobs. Steady position to the right man. Address WEATHERWAX MFG. CO, Bloomsburg, Pa.

Situations Wanted.

POSITION as salesman; any line; traveling or New York, by a young man with six years' experience in Hardware and electrical business. JOS P. HITTORFF, No. 117 Chambers Street, New York.

A THOROUGHLY reliable man of good business experience wants any kind of responsible position. Has special knowledge of bicycle trade. CAREY, No. 500 West 166th Street, New York.

PRACTICAL mechanical engineer and foundryman thoroughly conversant with all details of engine, boiler and machinery, steam and water heating and ventilating, brass and iron foundry practice, etc. Good draughtsman. Accurate at figures and estimating, bookkeeping and accounting; capable of handling men; systematic and economical manager. Desires position with foundry or manufacturing concern, January 1, 1899 or sooner. Moderate salary. Good references. Please address E. W. D., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as salesman for manufacturing concern, or position in retail house; well up in specialties, tools and bicycles. Address "HARDWARE," No. 58 Belmont Avenue, Jersey City, N. J.

WANTED—A position by a young man having had ten years' practical experience in Hardware in all its branches. S. M. C., care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted by experienced bookkeeper and office man. Eight years with wholesale cutlery house, in charge of books, credits, collections and correspondence. Leaving on account of change in firm. Address T. E. T., No. 69 Pearl Street, Boston, Mass.

COMPETENT office-man (32), ten years' experience, first-class references, desires position, with chance for advancement, with wholesale Hardware house, or manufacturer. Salary to start, $10. "DOUBLE ENTRY," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (30) would like position in a A1 Hardware house, where he can make himself generally useful; is good penman and will go first as stock clerk, second as salesman. References from business houses abroad. Address GERMAN 350, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a position in the Hardware Trade or factory, 20 years' experience as bookkeeper, bill and entry clerk, 12 years with one firm; good reference from last employer. Address G. H. JACKSON, 76 Linden Avenue, Jersey City, N. J.

A GENTLEMAN, age 49, wishes a position as traveling salesman for some large Hardware house, with good salary or commission; of good address. Box 60, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION by an experienced metal pattern maker, familiar with modern shop practice, and competent to take charge. Address "PATTERN MAKER," No. 447 Norman Street. Bridgeport, Conn.

WANTED by an experienced and capable retail Hardware and farm implement salesman a position by January 1, 1899. I am a good all around man and not afraid to work. West preferred. Address "A. D.," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as traveling salesman, by a young man; any line; salary or commission; seven years' experience in the Hardware, stove and implement business. Address A. B. C., Canton, Miss.

ELECTROPLATER, first-class, after September 18th wants position; do nickel, brass, bronze, gold, silver, in fact, all kinds of plating, and oxydized finishing in the market; was in charge of large concerns. Best recommendations. I set up plants. Am temperate and steady. Address Box No. 371, Garrettsville, Ohio.

I WOULD like a position where there is a chance to become a salesman. I can furnish best of references and guarantee satisfaction. If interested, address COMPETENT, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a place. Am twenty years old; have had one year's experience at tinners' trade, both inside and outside work. Good references. LOUIE S. DUSTIN, Cerro Gordo, Ill.

THOROUGH Hardware, mill and machinists' supply man desires position as store, city or road salesman. Will go anywhere. Sixteen years' experience. Married. Strictly sober. A1 references. Address "HINGES," care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

AS superintendent, foreman or master mechanic, by a practical metal pattern maker. Posted on ornamental and complicated carved work. Competent to design dies, tools, jigs; to manufacture sheet metal and stamped goods, patented and builders' Hardware in malleable gray iron and brass. Will express working sketches and samples of ork as references. Address "DIES AND TOOLS," care Cronin, No. 3645 Union Avenue, Chicago, Ill.

WANTED—Position as salesman. Thorough knowledge of builders' Hardware. Can estimate from plans, etc. Have a good trade following in New York and vicinity. No objections to the road. Address VULCAN, care HARDWARE No. 143 Chambers Street, New York.

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Situations Wanted.

YOUNG man with twelve years' experience in retail Hardware stores, past eight years as buyer and manager, wants situation, either inside, or would arrange with manufacturers to handle lines sold to the Hardware trade, on commission. Address E. M. C., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGH Hardwareman, age 26, a hustler, A1 references, desires position as house or road salesman; road preferred. F. W. M., care HARDWARE, No. 143 Chambers Street, New York.

WANTED by a competent double entry bookkeeper and cashier, with an office experience of twelve years in the Hardware business, is open for engagement with wholesale or retail house, or manufacturing concern; age, 36; married; best of references as to habits, ability, etc. Address P. O. Box 73, Burlingame, Pa.

HARDWAREMAN, of fifteen years' experience, would like position in either wholesale or retail business. Well posted to buy or sell. Would prefer New England. Address C. D. M., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as buyer or manager; seven years' experience as such; well posted in Hardware, paints and oils Am 35 years of age and can furnish best references. Would travel if desired. W. F. D., No. 254 Mt. Pleasant Avenue, Newark, N. J.

SALESMAN—Young man; hustler; any line; salary or commission. B. LURIE, No. 179 East 107th Street, New York City.

SALESMAN who has sold the Hardware export and department store trade of New York and vicinity, is open for engagement. Would like to hear from manufacturer wanting a representative in above territory. Address H. P. F., care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

HARDWARE salesman with fifteen years' experience is desirous of making a change. Am familiar with all details of the business from the office to the road. Have an established trade in Greater New York and vicinity. Address NASSAU, care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

BICYCLE builder and competent repairer wants position with house handling bicycles; understands buying and selling Fittings and Sundries; also competent to superintend a bicycle factory, or would go on the road; twenty years' experience. Address G G, care Rose Bicycle Co., No. 139 Early Street, Providence, R. I.

SALESMAN, twelve years' experience in retail Hardware, stoves and house-furnishing goods; A1 New York City references as to ability and character. Age, 30 Am willing to go out of New York City. Address C. H. D., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE salesman, aged 26, wants position after July 1st. Familiar with sporting goods, also paints and oils. Highest recommendations. Address HARDWARE AND SPORTING GOODS, care HARDWARE, No. 143 Chambers Street, New York.

COMPETENT machinist, die and tool maker, 41 years of age, with twenty-five years' experience in various lines of work; quick to improve and apply devices for saving time and labor. Can handle men to good advantage; able to assist manufacturers with suggestions in getting out new inventions; an expert and hustler at the bench. Address "EXPERT"; No. 3027 Poplar Avenue, Chicago, Ill.

SITUATION wanted in retail Hardware business; ten years' experience. Can speak French, Belgian and also some German. Best of references. Prefer to work in this State (Wisconsin). Address J. E. CRAITE, General Delivery, Milwaukee, Wis.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

SIX years a postmaster, nine years a general merchant, would like position in large store handling Hardware, with opportunities for advancement. Would go on the road. New England preferred. Address F. P. M., care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in a retail Hardware store by a sober young man who is energetic, honest and reliable; have had three years' experience. Can furnish the best of references. C. M. LESH, Americus, Kan

YOUNG married man, age 31, desires position as salesman, shipper, clerk or collector, in coach Hardware or house-furnishing goods or general Hardware; have had nine years' experience with one firm. A1 references. Address ROCHESTER, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as collector or salesman for some firm. Will furnish bond if desired. JOS. CHARBONNEAU, Medina, Ohio.

POSITION with manufacturer or wholesale Hardware firm by party having had ten years' practical experience buying and selling builders' and general shelf Hardware. Employed now as buyer in New York City, but desires a change. Address H. B. M., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY capable salesman and buyer desires position with Eastern house as inside or traveling salesman. Fifteen years' experience in Hardware and mill supplies. A1 references. Moderate salary to start. Address C. J. B., No. 1706 Western Avenue, Cincinnati, Ohio.

THOROUGH Hardwareman, 34 years of age; married; strictly sober - a hustler with A1 references, desires position as house or road sales; man. Address BUTTS, care Mills Hotel, New York City.

SALESMAN, nine years' traveling experience among wholesale Hardware, stove and house-furnishing trade in Pennsylvania, New York, New Jersey, Maryland and Southern States. A1 New York reference as to ability and character. Age, 30. Address M. F. G., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman or collector with Hardware or implement house. Have had twelve years' experience in retail trade; two years on road. Best of references or bond if necessary. Address LOCK BOX 108, Burlington, Kan.

POSITION with wholesale Hardware firm wanted by young man with five years' experience in retail house; A1 references. Salary no object. Address J. M. FISHER, Ransom, Kan.

POSITION as clerk in Hardware store; have had twelve years' experience in large retail Hardware store; understand bicycle repairing; speak Scandinavian; A1 references; age, 31. LEW MATSON, Clear Lake Iowa.

Side Line Wanted.

WANTED—Salesmen calling on the manufacturing trade to handle our line of high grade lubricating oils, greases and specialties as a side line. Good inducements to right parties. Write for particulars. THE A. F. VOAK OIL CO., Cleveland, Ohio.

AN A1 salesman wants a few lines of commission goods. Must be A No. 1 goods. Field: Ohio, Michigan, Indiana, Illinois and Kentucky. State commission. Address BOX 323, Thorntown Ind.

AN experienced commission traveling salesman now successfully handling several A1 lines, would like to add two or three others, providing terms, and goods are all right. Field: Michigan, Indiana and Ohio. Address "BEST TRADE," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

STAPLE side line offered to traveling salesman with a good wholesale Southern or Western trade. Address R., No. 113 Miller Street, Newark, N. J.

SALESMAN wanted to sell as side line to Hardware, plumbers and gas fitters Incandescent Gas Mantels; our prices are the lowest, and goods of highest candle power and durability. Big inducements for hustlers. Address W. G. TUCKER Co., No. 555 East 116th Street, New York City.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. CO., Rock Falls, Ill.

For Sale.

A CLEAN up-to-date stock of Hardware, well assorted, good location, cheap rent; in a good, live Iowa town of 1000 inhabitants. Will invoice about $1200. Address, C. E. B., care of HARDWARE, No. 143 Chambers Street, New York.

FOR SALE—Right to manufacture desirable Hardware novelty under patent. Cheap, novel, useful, attractive. R E. H., care HARDWARE, No. 143 Chambers Street, New York.

FOR SALE—A clean, up to-date stock of Hardware, well assorted; good location; cheap rent; in an Indiana gas town of 25 000 inhabitants; plenty of factories and hustle. Will invoice about $5000. No better town in United States. Address H., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

LIVE man (29) desires to represent manufacturers of small lines and specialties, suitable for the Hardware and house-furnishing trades. New York and vicinity. For particulars, address WM. SMITH, No. 718 Chauncey Street, Brooklyn, N. Y.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland. O., 823 Society for Savings.

WESTERN AGENCY WANTED, Hardware steel, or kindred products. by young man of executive ability and wide experience. Bond, if required. Manager for one concern for nine years. Refer to Chicago office of this journal Address V. L., care HARDWARE, No. 1142 Monadnock Block, Chicago.

Russian Agency.

RUSSIA.—The undersigned, who is a resident of Warsaw, Russia, this month in New York, desires to correspond with manufacturers with a view to introduce in Russian market. Address A. BARUCH, care of HARDWARE, No. 143 Chambers Street, New York.

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WRITE FOR QUOTATIONS



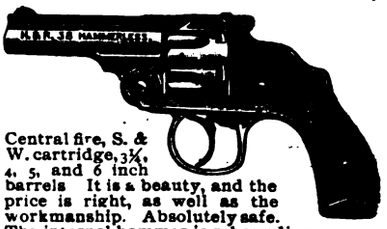
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Mention "Hardware."

WE illustrate herewith our new 38 cal.

HAMMERLESS,

AUTOMATIC SHELL EJECTING REVOLVER,



Central fire, S. & W. cartridge, 3¼, 4, 5, and 6 inch barrels It is a beauty, and the price is right, as well as the workmanship. Absolutely safe. The internal hammer is rebounding.

This makes our line very complete. Dealers, have you a complete line? If not, why don't you enquire about them? We gladly answer all letters. Complete catalogue sent to any address on application.

HARRINGTON & RICHARDSON ARMS CO.,
WORCESTER, MASS., U. S. A.

FREE TO HARDWAREMEN.

A sample of our new weight "56" SPOON—

NICKEL SILVER TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,
EAST BRIDGEPORT, CONN.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.



There are others, but none like or equal to the **Centennial.** It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.

Manufactured only by

COONEY, SEINER & CO.,
17, 19 and 21 E. South St., INDIANAPOLIS, IND.

"HIGH PRESSURE" RUBBER CEMENT.

Better Try It



Then You'll Buy It.



High Pressure No. 1 Brazer, FOR Bicycle Work.



High Pressure No. 2 Brazing Forge, FOR Heavy and Light Brazing.

A COMPLETE LINE OF

CEMENTS, OILS, ENAMEL, GRAPHITE, VULCANIZERS, BRAZERS, ENAMELING OVENS.

The National Cement & Rubber Mfg. Co.,

We Solicit the Jobber. WRITE FOR CATALOGUE. *Dept. N.* *TOLEDO, OHIO,*



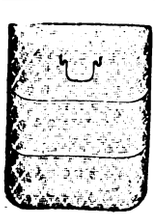
NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,
So. Milwaukee, Wis.



ORDER FROM
The Largest Manufacturers of Lined

SPARK GUARDS

In the United States. . .

Dow Wire Works Co.,
Louisville, Ky.

PORTER SCREEN MFG. CO.,

MANUFACTURERS OF

Door & Window Screens,

Catalogue Free. BURLINGTON, VT.



THE CODLING MFG. CO.,
BRISTOL, CONN.

Manufacturers of . . .

COMPRESSED CORK GRIPS.

LINED OR UNLINED.

All Sizes With every style of tip.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters..... 40&12½%
Railroad.....

Ammunition—

CAPS, PERCUSSION—₩ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....35 37c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....2. @ 28c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$3.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00. .....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....20&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 40&10& 10@40&10&5%
"Smokeless" Nitro Powder.... 40&10&10&10%
"Acme," Dense Nitro Powder 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₩ 1000—
B.E., 11 up.60c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c.. 20&2%
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags ₩ bag.....$1.20
Drop Shot, sizes smaller than B, 5-lb bags, ₩ bag.....$ .30
Drop Shot, B and larger sizes, 25-lb bags, ₩ bag.....$1.45
Drop Shot, B and larger sizes, 5-lb bags, ₩ bag.....$ .35
Buck Shot, 25-lb bags, ₩ bag...$1.45
Buck Shot, 5-lb bags, ₩ bag... $ .35
Chilled Shot, 25-lb bags, ₩ bag $1.45
Chilled Shot, 5-lb bags ₩ bag..$ .35
Dust Shot, 25-lb bags, ₩ bag....$2.00
Dust Shot, 5-lb bags, ₩ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking, Nos 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange "Extra," F, FF FFF, in canisters of 1 lb each..... .25
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 8.00
No. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 2.25
Orange Special, Nos. 1 and 2, in kegs of 25 lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder, In kegs of 25 lb each..... 4 00 [or 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each..... 2.25
Blasting and Mining, "B," CC, C, F, FF FFF, FFFF, in kegs of 25 lb each..... 1.50
Fourth of July Powder, In kegs of 25 lb each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Sing e Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks ₩ 1000 .....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montross, Galien, Mich.:
Camp's Success.....₩ doz. $3.80
Galien Safety.....₩ doz. $3.75
Hartman's Pivot.....₩ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....₩ doz $3.25
Western.....₩ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₩ doz. pairs. .75
Burton's, No. 2....₩ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₩ doz. pairs.$1.00
Kohler's:
Invisible, No. 3.....₩ gro. $6.00
Perfect, No 2.....₩ gro. $7.00
Bolt Holder, No. 1.....₩ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, ₩ lb 9c.....15@15&5%
Hay-Budden, Wrought.... 8¼@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8¼@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine .....75&10@80%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 32.70&10%
No. 10 Extension Lip....40@40&10%
No. 11 Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@50%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Jennings' Pattern.....70%
Snell's Car Bits.....60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓&5
Clark's small, $18.00.....50&10@60%
Clarks' Large, $26.00.....50&10@60%
Ives' Model, ₩ doz. $60 ...50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—
Common.....₩ gro. $2.75@$3.25
Diamond ₩ doz. $1.25.....40&10%
Douglass'.....40&10@50%
C. E. Jennings & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood 40@ 40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse.....60&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&1 &5@70&5%
K. & F., Straight Shank..60&1 &10%
Morse Str'ght Shank.....60&10%
New Process.....60&10@70%
Standard.....60&10@70%
Syracuse.....60&10@70%
W. & B Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....40@40&10%
Watrous'.....40%

Awl and Auger Handles—
See Handles.

Awls—
Handled Brad, ₩ gr.....$3.00@$3.25
H'ld Scratch ₩ gr.....$3.50@$4.00
Pat. Peg ₩ gr..... 33@35c
Sewing, Com.....₩ gro., 85c@$1.00
Should. Peg ₩ gr.....$1.35@$1.45
Shouldered Brad, ₩ gr...$1.50@$1 65
Socket Scratch ₩ doz....$1.00@$1.10
Stanley Rule & Level
Handled Brad..... .....40&10%
Patent Pegging.... .....50&10%

Awl and Tool Sets—
Aiken's Awls and Tools:
No. 10 ₩ doz. $7.50; No. 20, ₩ doz. $10..... 60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.00; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₩ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.5 .....40&10%

Axes—
First quality, best brands.$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₩ doz.

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 40&12½@50%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....50%
D. Simmons & Co.
Broad.....5?&5%
Shingling and Claw.....50&5%
Lath, Hunters' etc.....50&5%

Balances—
Chatillon's:
No. 2000 20 30
₩ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 lb. .....₩ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—
National.....80%

Beef Shavers—
Enterprise:
Japanned, each, $6.50.....20%
Tinned, each, $7.50.....20%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's .....40&10@50%
Gong, Yankee .....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List..... 75%
Texas Star .....50&10%
Western, Sargent's list.....75%

Bellows—
Blacksmith's.....70@70&10%
Hand.....50&5@50&5%
Moulders.....50&5@50&5%

Belting, Rubber—
Boston Belting Co.;
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

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Common Standard.75&10@75&10&5%
Extra..... 60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable .....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&10%
Seymour Smith & Sons..₩ doz. $6, 10@10&10%
Terrell's No. 1 and 2, $8; No. 3, $6.00 ₩ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B .....₩ pair, $6.50
W. & P.....₩ pair. $7.00

Bit Holders—

Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives' ₩ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₩ doz. $2..33⅓@33⅓&10%
Excelsior..₩ doz. $10.00....50&10&2%
North's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₩ gro. sets.....$5.50
Gorhans Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr....$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9 00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@8%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common .....75&10@80%
Norway Iron, list Oct. '84..75&10@75&10&5%
Phila., Eagle, list $3.00.85&10@85&15%
R. B. & W., $3.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96, 80%
Bay State, Fluted.....80%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '83..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....55%
Stove.....80%

MISCELLANEOUS—

Sink.....80%
Sleigh Shoe.....65%

Bone Mills—

Enterprise.....30%

Borers, Bung—

Enterprise.....35%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.. ...20&10@35%
Enterprise, No. 1, $1.25; 2, $1.55; 3, $2.50 each
Ives'.....33⅓&5%

Boring Machines—

Without Augers.

	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	3.00
Millers Falls		7.50 15&10%
Snell's. Rice's Pat.	2.50	3.75

Bow Pins—

1¼ inch, ₩ gro.....$4.50@5.00
inch, ₩ gro.....$5.00@5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½ .....60&10%
No. 208½@214½ 60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....90&10@90&10%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....25@25%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & L. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@40&10%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@40&10%

CAST IRON—

Loose Joint..... .. 75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges .....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronsed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle, ₩ gr....$2.00@2.25
Sardine Scissors...₩ doz. $2.00@2 25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2 50. .....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—

Cotton .....20@25%
Horse and Curry. .....20@25%
Wool..... ..20@25%

Carpet Stretchers—

Bullard's 66⅔%
Cast Iron Steel Points, ₩ doz. 75@—
Cast Steel, Polished.....₩ doz. $1.25
Socket.....₩ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen	Cyclone Bearings	₩ doz. $37.00
Crystal		₩ doz. $30.00
Gold Medal		₩ doz. $24.00
Grand		₩ doz. $36.00
Grand Rapids		₩ doz. $32.00
Hall		₩ doz. $60.00
Prize		₩ doz. $24.00
Premier		₩ doz. $24.00
Superior		₩ doz. $24.00
Welcome		₩ doz $24.00

Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $21.00
Furniture Protector, Japan.....₩ doz. $33.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap...₩ doz. $20.00
"Standard A," Nick..₩ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₩ doz. $3.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $4.00
Little Queen.....₩ doz. $3.50
Misses.....₩ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₩ doz. net $18.00
"Criterion," ₩ doz net.. .. $16.00
"Popular," ₩ doz net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic ₩ doz. net $19.00

Goshen Sweeper Co: New Prices Per Doz.

Goshen's Junior .....$ 9 00
Eu ka $12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$16 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap.....$18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap....$19.00
Banner, Broom Action, Jap.$20 00
Banner, Broom-Action, Nic.$ 2.00
Reliable, Broom-Action, Jap.$20.00
Reliable, Broom-Action, Nic.$22.00
Rapid Broom Action, Jap..$20.00
Rapid Broom-Action, Nic..$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam Action, Nic.... $24.00
Common Sense, Cam-Action, Nic $24 00
Our Best, Cam-Action, Nic..$24.00
Majestic Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$25.00
Model, Cam Action, Nic. ...$24.00
Grand Republic Broom Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72 00

Carriage Bolt —

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....60@60&10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@70&10&5%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, in 1000 pound lots.
3-16 ¼ 5-16 ⅜ 7-16 ½ ⅝ ¾
$6.00 4.25 3.35 2.90 2.75 2.65 2.45 2.40
Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&2%
Covert's Heel Chains.....45&2%
Galvanized Pump Chain, with Buckets.....50&5&5%
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Onsida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....80%

Cherry Stoners—

Enterprise.....25%
Family.....net ₩ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....20%
Charles Buck.....20%
Douglass.....7@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Witherby.....
C. E. Jennings & Co. No 70....35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Buck Bros.....20%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

COLD CHISELS—

Good quality, ₩ lb.....14c@16c
Snell's Best C. S.....50&10%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....40%
Morse's Adjustable, each $7.00...35%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50.35%

Clamps—

Adjustable, Cincinnati....15&10@15&10&10%
Adjustable, Hammers.....30%
Adjustable, Stearns'....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati....15&10@15&10&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co..40&10%
R. I. Tool Co.'s Wrought Iron....35%
Smith's:
Eccentric.....35%
Splicing.....35%
Splicing Tools.....35%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₩ doz. $3.25
Star Shank.....₩ doz. $3.75
Star Socket.....₩ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00..15%
New '96, Chicago..Each $3.75...15%

TOILET

Chicago Flexible Shaft Co.'s:
Handy.....₩ doz. $7.20 net
Mascott.....₩ doz. $3.40 net
Monitor.....₩ doz. $9.00 net
Stewart Pat.....₩ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....35%
Logan & Strobridge Co....net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co.. 15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretsinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—

Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20,'96.....25&10%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—

Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....33⅓&10%
Torrey's Rod, 39 in, ₩ doz $1.20@1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@80&5%
Ohio Tool Co.....75&10&5@80&5%
P. S. & W.....75&10&5@80&5%
Witherby.....75&10&5@80&5%
Watrous.....30&10@40%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No, 12, ₩ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Paine, Diehl & Co.'s Keystone 33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.00
Dover, No. 10.....₩ gro. $5.50
Dover, Steel Handle No. 10, ₩ gro.....$5.50
Dover, Extra Heavy, No. 15, ₩ gro.....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50 each.
Zincs, Leclanche.....40c. each. Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, CF FF.
Kegs, ₩ lb..4½c	5c	3c	
½ kegs, ₩ lb.4½c	5½c	3½c	
¼ kegs, ₩ lb. 5c	5½c	3½c	
10 lb cans, 10 in case.... 6c	6½c	5½c	
10 lb cans, less than 10.. 10c	10c	8c	

Enameline—

No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—

Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—

Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....10&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....40%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand" Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@30&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Filters—

Seed's Water Filters:
A 1, $4.00 No. 2, $2.50 No. 3, $1.50 No. 4, $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay.....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&20%
Columbia, Spading.....75&5&2%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....70&12½%
Victor, Manure, 4 tines.....70&12½%
Victor, Manure, 6 tines.....70&20%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse....₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse. ₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—

Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....95&10%
Marking, Mortise, &c..60&10@60& 10&10%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ₩ doz $2.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25%
Rotary Nutmeg.....₩ gro. $9.00

Grindstone Fixtures—

Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co.....45&2%
Covert's Saddlery Works:
'96 List.....60&20%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....50%
Sargent's New List.....45@50%
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 36c } 80@80&10%
Over 5 lb.....₩ lb 30c
Wilkinson's Smiths....9½c@10c₩ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb:

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.08	1.35	1.50

60&10@70%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....60&10@66⅔%
Japanned, with Nuts....$1.62
Japanned, with Plate....$1.10
Japanned, without Plate....88c

DOOR PULL—
Bar....60@60&10%
Barn Door....60&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 & 10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—
Auger, assorted....₩ gr. $3.25@3.50
Auger, large....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 33⅓....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—
Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England. 70@70&10%
Barry, $6.00....50&10%
Best Anti-Friction. 60&10@60&10&5%
Challenge, Barn Door....50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00....70@70&10%
Cronk's Steel cov'd Loose Axle, 60&10@70&20%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60&10%
Covered....60&10%
No. 50....6⅔ &5%
New Model....4 &10%
Parlor, Standard....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $14.00, ₩ dozen pairs....60&10%
Richards' Single Track, Steel. 50&10%
Stearns' Challenge....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....50&10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....50&10%
Wild West....55&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....33⅓%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Universal Anti-Friction....40%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00. 60&10&3½%
Warner's Pat....80&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ₩ doz....40&10%
Wrought....85&10&5@90%
Wrought, Stanley....85&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....$6.00
Wadsworth's....40&5@40&7½%

Hinges—
WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5%
Rolled Plate, Rolled Raised....70&10@70&10&5%
Plate Hinges "Providence" 6 to 12 in. ₩ D, 5c. 14 to 36 in. ₩ D, 4c.
Screw Hook and Strap. 6 to 12 in., ₩ D..3½c; 14 to 20 in., ₩ D..3¼c; 22 to 36 in., ₩ D..3 c

STRAP AND T HINGES—
Light Strap Hinges. 75&10&5@75&10&5&10%
Heavy Strap Hinges. 80&10@80&10 &10%
Light T Hinges....70@70 &10%
Heavy T Hinges ..75&5@75&10&5%
Extra Heavy T Hinges..80@80 &10%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps....80&10@80&10&10%
Crate Hasps....60&10@60&10&10%
Crate Hinges....75&10&5%

SPRING HINGES—
Bommer's....40%
Bardsley's Patent Checking....15%
Chicago....30%
Champion....60%
Kell's American....30%
Matchless, Double Acting....35%
New Idea, No. 1, ₩ gro....$7.50
New Idea, No. 2, ₩ gro....$18.00
Rex....₩ gr. $12.00
Royal Japanned....66⅔%
Rubber....66⅔%
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double. 60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....30%
Union Mfg. Co....35%
VanWagoner & Williams Hdw. Co.:
Acme....80&5%
American....30%
Columbia, No. 14....₩ gro. $8.00
Columbia, No. 18....₩ gro. $24.00
Crown....30%
Gem....30%
Knoxall....₩ gro. $9.00
Oxford....60%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3....70@70&10&5%
N. E....₩ doz $7.80....60@60&10%
N. E. Reversible....₩ doz $5.60 60@60&10%
N. Y. State..₩ doz $4.20..6 @60&10%
Shepard's Nos. 1, 2, 3. 60&10@60&10 &5%
Western, ₩ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1¼, 2, 2¼, 3....60&10%
Mortise Gravity....50%
Nos. 1, 2, 5....30&10%
Nos. 40 and 50....30%
Huffer....50&10@50&10&10%
Parker....75@75&10%
Sargent's Nos. 1, 2, 5, 11, 12, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....60&10%
Buffalo Gravity Locking, Nos. 1, 2 and 5....60&10&5%
Champion Gravity Locking, No. 75....60&10&10%
1868, Old Pat'n, Nos. 1, 2 and 5, 60&10%
Tip Pattern, Nos. 1, 2 and 5, 60@10&5%
Double Locking, Nos. 20 and 25. 75%
Empire, Nos. 101 and 103....60%
Niagara Gravity Locking, Nos 1, 2 and 5....60@10%
Noiseless, Nos 50, 60, 65 and 55. 60%
O. S. Lull & Porter....60&10&5%
Pioneer, Nos. 060, 45 and 5½....75@5%
Steam oat Gravity Locking, No. 10....60&10&5%
Stenger's Noiseless....75%
Mortise Gravity....50%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30....40&10%

Hitching Cords—
Covert Mfg. Co....45%

Hoes—
HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit ₩ doz. $4.00 net
Crucible Cut-Easy..₩ doz. $4 50 net
Cotton....60&10%
Dunlap's Boys', Ladies', Toy....30%
Garden....30%
Ladies' and Boys'....6⅔&5%
Mortar....75&25%
Iowa Crucible Socket....75&20%
Magic....₩ doz $4.00
Mattock Hoe....₩ doz. $3.75 net
Planter's....60&15%
Texas Cut-Easy....₩ doz. $4.25 net
Warren Hoe....60&10%
Weeding....75&5%

RYE—
American Axe & Tool Co....70%
Grur....75@75&10%
Lane's:
Crescent Planters Pat....45&5%
Razor Blade, Scovil Pat....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil....30@30%

Hog Rings and Ringers—
Hill's:
Rings....₩ gr. boxes..$3.00@3.25
Ringers....₩ doz. 50@55c
Kohlers, Horse Nail, Ringers. ₩ doz. $9.00
Perfect Rings....₩ gro. $7.00@7.50
Perfect Ringers....₩ doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—
IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Peerless Enameled-Ware...70&10%
Crystal Steel-Ware....50&10%
Blue and White-Ware....50&10%
White-Ware....25&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10@70%
Unground....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....63⅓@65%
Maslin Kettles....75&5@75&10&5%
Tinned Boilers and Saucepans. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—
BUSH—
Jennings & Griffin's....40&10%
Light ₩ doz. $5.00; Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list...5 &10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....60@60&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....₩ doz $1.35
Cotton Pat. (N. Y. Mallet & Handle Works....30%
Hammock Hooks, E. C. Stearns, ₩ doz....60c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....33⅓%

WIRE—
Atlas Coat and Hat....50&10%
Belt....60&10%
Handy Coat and Hat....70%
Steady Ceiling....70%
Wire Coat and Hat, Acme....60&10%
Wire Coat and Hat, Gem....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works: Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....70&10%
Hooks and Eyes—Mal. Iron....75%
Cotton, Box and Hay....60%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10
A. C.	25c	23c	22c	21c	21c.

40&10%
American, all sizes, 2¼c....net
Ausable....23c 23c 23c 24c 23c. 40&10&5%
Anchor....23c 21c 20c 19c 18c....40%
C. B. K....25c 23c 22c 21c. 21c 40%
Capewell....19c 18c 17c 16c 16c..10&5%
Champlain..25c 23c 23c 24c 23c 40&5&2%
Clinton Fin. 19c 17c 16c 15c 14c. 30&10&5%
Essex....25c 25c 25c 24c 23c. 40&10@50%
Lyra....9½c 9½c 9½c 9½c 9½c., net
Maud S....25c 23c 23c 21c. 21c 40&10&5%
Northw't'n. 23c 23c 23c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c....30%
Snowden, 9½c 9½c 9½c 9½c 9½c., net
Vulcan....23c 21c 20c 19c 18c....30%

Horse Shoes—
HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb'rs..$3.15@3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4 75@$4.25
Gibbs' Rubber Cushi'd, ₩ set, $1.50
Hartford Side-Weight, Extra Light....$7.00@$7.50
Hartford Side-Weight, Light and Medium....$6.50@$7.00
Perkins Improved Snow....₩ ⅌ 4c
W. & B. Rubber Pad....₩ set, $2.50

MULE—
Add 50c ₩ keg to above prices.

Horse Ties—
Covert Mfg. Co....45%

Hose, Rubber—
Boston Belting Co.:
"Boston"....60&10&5%
"Imperial"....50&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....₩ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....₩ doz. $12.00
Ice Crusher, No 3, ₩ doz. $25.00
Ice Crusher, No. 2, ₩ doz. $35.00
Ice Crusher, No. 1, ₩ doz. $70.00
Ice Tools....₩ doz. $4.00
Sargent's Ice Awls....25%
Snell's....50%
Star....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 32, ₩ doz. $6.00..25%
No. 34....₩ doz. $15.00..25%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—
Ames':
Bread Knives. ₩ doz. $1.50....20@25%
Butcher Knives....25@25&10%
Shoe Knives....25@30%
Dunlap Kitchen and Bread Knives 25%
Foster Bros.' Butcher, &c....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr....$1.25@$1.50
Carriage, Jap....₩ gro. 80c, 65&10%
Door Knobs, Hemacite....50&10%
Door Mineral....₩ doz. 65c@65c
Door Por. Jap'd....₩ doz. 65@70c
Door Por. Nickel ₩ doz. $1.70@1.80
Drawer, Porcelain. 50&10@50&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '81. 40%

Lace Leather—
John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₩ ft. 13c
Tanned Side Lace....₩ ft. 8c
Cut Lacings, ¼ in., ₩ 100 ft....$1 00
Cut Lacings, 5/16 in. ₩ 100 ft. $1 25
Cut Lacings, ⅜ in., ₩ 100 ft....$1.50
Cut Lacings, ½ in., ₩ 100 ft....$2.00
Cut Lacings, ⅝ in., ₩ 100 ft....$2.75
Cut Lacings, ¾ in., ₩ 100 ft....$3.25
Discount from list, 60%

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Latches—
Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—
Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A., (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:

12 in.	14 in.	16 in.
$6 00	$6.25	$6.50 each net

Pennsylvania....60&10%
Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—
Enterprise....25%
Gibbs' Arc....₩ doz. $10.00
Gibbs' Hustler....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:

No. 1,	No. 2,	No. 3,
₩ doz. $12.00	$15.00	$24.00..35%

Lead Pipe, &c.—
Lead Pipe....₩ ℔ 6c
Lead Pipe, Tin Lined....₩ ℔ 12½c
Block Tin Pipe....₩ ℔ 22c
Sheet Lead....₩ ℔ 7c
Quantity discount 20%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 30&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon....25&10%
Iron Bench, new design....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet....60&10%
Cotton Trot....33⅓&5
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 5....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.—
Barnes Mfg Co....40@40&10%
Branford Lock Co....net prices
Champion Night Latches....40%
Dietz Flat Key....30%
Mallory, Wheeler & Co...60&10@70%
Norwalk Lock Co....60&10%
Plate....33⅓&5
R. & E. Mfg. Co....60&10@70%
Reading Hdw. Co....60@60&10%
Sargent & Co....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch....35&5%
All other Night Latches....40%
Yale....net prices
CABINET—
Barnes Mfg. Co....40@40&10%
Dietz:
Nos. 22 to 39....40%
Nos. 41 to 78....45%
Nos. 87 to 96....30%
Eagle Lock Co....45%
Yale....45&5%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Barnes Mfg. Co....50@50&10%
Champion....40%
A. E. Dietz....40%
Eagle....40%
Scandinavian....90&40@90&40&10%
Smith & Egge Bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....net prices
TRUNK—
Corbin's....25%
Eagle....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—
Regular list....70&10@75%

Meat Cutters—

American					30%
Nos.	1	2	3	4	5
Each.	$5	$7	$10	$25	$50 $60

Dixon's				₩ doz 33⅓%
Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise				25%
Nos.	10	12	22	32 42
Each	$3	$2.50	$4	$6 $15

Hales Pattern ₩ doz.			70@70&5%
Nos.	11	12	13
	$27	$33	$45

Home No. 1. ₩ doz $26....60%
Little Giant....50&10%

Nos.	305	310	312	320	322
	$35	$48	$44	$72	$88

Miles' Challenge ₩ doz...45@45&10%

Nos.	1	2	3
	$22	$30	$40

Perfection....net
Woodruff's ₩ doz....33⅓&5

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise)....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $80.00

Meat Juice Extractors—
Enterprise....25%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ ℔..25c
No Name....₩ ℔..15c
Mystic....₩ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat....₩ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz. $12.00

Motors—
COFFEE MILL—
Specialty Novelty Co....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896....87½&10%
PICTURE—
Brass Head. Combination list, 50& 10%
Brass Head. Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list, .40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze....10%
China....25%
Fire Gilt....10%
Plain....40%

Nail Pullers—
Black Hawk, per doz....$9.00
Eclipse....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....₩ doz $18.00, 20%
National....₩ doz. $24 00, 40%
Pelican....₩ doz $9.00, 15&10%
Scranton No. 2....₩ doz. $10.00
Scranton No. 3....₩ doz. $9.00

Nail Sets—
Buck Bros....27½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon....₩ gro. $4.00@$4 75
Round, assorted....₩ gr. $3.00@3.25
Square....₩ gr. $4.00@$4.25
Snell's, Knurled....50&10%

Nippers—
Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 20%
Turner & Seymour Mfg. Co....50%

Nuts—
Cold Punched, Square, off list. $5 20
Hex, off list....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list....$7.20

Oilers—
Brass and Copper..50&10@50&1 &5%
Cushman & Denison's:
Pocket Oilers....₩ doz. $1.55
Star Pocket Oilers....75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable. Hammers, New Style, 10&5 @20%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@7o&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ ℔....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ₩ ℔....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2¾ to ⅝ at back, ⅛ to 5-16 edge ₩ ℔:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ ℔....70
Discount 33⅓&5.
Pike's Washita Mounted No. 1:
3x2, ₩ doz....$12.00
7x2, " 11 00
6x2, " 10.00
5x2, " 9.00
4x1½ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ₩ ℔....34
" 2x2x½, extra selected..40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston"....60%
"Excelsior" Self-Vulcanizing, per ℔ 70c....40%
Boston "Phœnix" Red Sheet, per ℔....50c.net
Extra....60&5@60&10&5%
Standard, Fair Quality..70&10@75%
MISCELLANEOUS—
American Packing....9c@10c ₩ ℔
Cotton Packing....14c@15c ₩ ℔
Italian Packing....11c@12c ₩ ℔
Jute....5½c@6c ₩ ℔
Russian Packing....12½c@14c ₩ ℔

Padlocks—
See Locks.

Parers—
APPLE—

Advance	₩ doz	$4.50
Baldwin	₩ doz	5.00
Bonanza	each	5.00
Daisy	₩ doz	3.50
Dandy	each	7.50
Eureka, 1888	each	16.00
Family Bay State	₩ doz	12.00
Favorite	₩ doz	5.00
Gold Medal	₩ doz	4.00
Ideal	₩ doz	4.00
Improved Bay State	₩ dz.	$27@30.00
Little Star	₩ doz	4.00
Monarch	₩ doz	13.50
New Lightning	₩ doz	5.50
Oriole	₩ doz	4.00
Penn	₩ doz	3.00
Perfection	₩ doz	4.00
Reading, 72	₩ doz	4.00
Reading, 78	₩ doz	7.00
Rocking Table	₩ doz	5.50
Scott's Pat. Rotary, ₩ doz		$15.00, 20%
Turntable	₩ doz	4.50
Victor	₩ doz	13.50
Waverly	₩ doz	3.75
White Mountain	₩ doz	4.00

POTATO—

Saratoga	₩ doz	5.50
White Mountain	₩ doz	$4.50

Pencils—
Dixon's:
Carpenters'....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead....₩ gro. 4.0 @7.50
Lead....₩ gro. 2 18@4.38
Lumber....₩ gro. 6.87
Mascot, Hexagon ....₩ gro. 4.75
Mascot, Round....₩ gro. 8.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....70&10@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@6 %
Bench, First Quality....50@50&10%
Bench, Second Quality....50%
C. E. Jennings & Co....50&10%
Molding....40&10%
IRON PLANES—
Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron....5 &10%
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10@60%
Miscellaneous....25&10%
Steer s Iron Planes..50&10@50&10&5
PLANE IRONS—
Auburn "Thistle"....
Ohio....
Sandusky....
} 30&10@40%
Buck Bros....30%
Butcher's....$5.00@$5.25 to 2
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co.... 50&10%
L. & I. J. White....20&5@25%

Pliers and Nippers—
Button's....70@70&10%
Carew's Pat. Wire Cutters....25%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ₩ doz $12 00...25%
Flat and Round Nose....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat. Pliers....50%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13 50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....50%
Pocket Levels....70&10@75%
Stanley's....75&10%
Stanley's Duplex....25&10&10%
Wood's Extension Sight....33⅓&5

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's....25%

Polish, Metal—
Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—
Dixon's Plumbago....₩ ℔ 8c
Joseph Dixon's....₩ gro $5.75, 10%
Gem....₩ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00
2 qt., ₩ doz. $1.15; ₩ gr. $12.00
} 10@15%
Quincy Corn Popper, 1 qt., ₩ doz. $3 00; 2 qt., $4.00....33⅓&5

Post Hole Diggers—
Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No 25....₩ doz. $11.00
Invincible, No. 6....₩ doz. $10.00
Pioneer, No. 714....₩ doz. $ 9.00
Lock Lever, No 20....₩ doz. $12.00
Universal, No 49....₩ doz. $14.00
New Champion, No.37 ₩ doz. $ 7.50
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's....₩ doz., $20.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $3.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 45.....₱ doz. $3 50
American, No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears. 60%
Pruning Shears, Henry's Pat. ₱ doz.....$3.50@2.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades75&10@80%
Pitcher Spout, Cheaper Goods. 80&5@80&10%
F. E. Myers & Bro.:
No. 1, Fig. 338, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 338, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 531, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 533, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 73, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 78, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 103, Fig. 443, 3 in. Lift Pump.....$10.00
No. 108, Fig. 443, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 403, Windmill Pump.....$18.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 260 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 433, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320, Fig. 492, Bucket Spray Pump.....$6.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive,.....50@55%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

Barn Door, Light, In. ⅛ ¼ ⅜
Per 100 feet.....$1.40 1.85 2.80
Barn Door, "None Better" No. 1, ₱ foot.....3½c
Barn Door, "None Better" No. 2, ₱ foot.....3½c

B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet..	$1.60	2.00	2.50

Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
Competition.....₱ foot, 2½c
Common.....₱ foot, 2½c
Double Braced.....₱ foot, 2½c
Lanes' O. N. T.....₱ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 2c
Sliding Door, Wr't Brass, 1¼ n. ₱ D, 35c.....30&10@40&5%
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot, 60&10&2½%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $3.60
Boss, Garden, 18 teeth, net ₱ doz. $3.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3.20@$3 40
Lawn Queen, Impr'd, net ₱ doz. $3.30@$3.50
Catch All...net ₱ doz. $3.15@$3.25
Jumbo.....net ₱ doz. $7.0 @$9.00
Paragon....net ₱ doz. $2.85@$3 00
Malleable.....75%
Oneida Lawn.....doz. $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓%

Rasps, Horse—

New Nicholson Horse Rasp..70&10%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30&10%
Bronze-plated.....40%
Nickel plated.....40&10%
Stowell's old list:
Japanned.....30&10%
Nickel-plated.....75&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....50%
Hose with Burrs.....50%
Burrs only.....40%

IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....80%
Thousand, in bulk.....80&5%
Thousand, in papers.....8 &5%
Coopers, in bulk.....80%
Block, and Carriage in papers.80%
Hame.....80%
Belt with burrs, tinned or coppered.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₱ doz. $1.00 net
Screw Stay.....& doz. 60c net

Rope

Cotton Rope, Best, ¼ in. and larger.....₱ D 13 @14c
Medium, ¼ in. and larger.....₱ D 10 @12c
Common, ¼ in. and larger.....₱ D 8½@10c
Jute Rope.....₱ D 5 @5½c
Manila:
7-16 in. and larger.....₱ D 10½c
⅜ in.....₱ D 10½c
¼ and 5-16 in.....₱ D 11½c
Hay Rope, Med.....₱ D 10½c
Sisal, ½ in.....₱ D 9½c
¼ and 5-16 in.....₱ D 10½c
7-16 in. & larger.....₱ D 9½c
Med. L'th Y'rn.....₱ D 8½c
Hay Rope.....₱ D 9½c

Rules—

Athol, Steel.....33⅓%
Boxwood.....80&10&10&10%
Ivory.....50&10@50&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60& 5%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—

Chinese Laundry.....₱ D 4@4½c
Chinese Sad.....3½@3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ D 2½@2½c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.50
No. E 50, nickel plated, size 1, 2 or 3 without handles, ₱ doz.$4.00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz $6.70
No. E 55 plain polished, size 1, 2 or 3 without handles, ₱ doz.$3.50
No E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₱ doz $7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₱ doz.$4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₱ doz $9.80
No. E 60, nickel-plated, size 4, without handles, ₱ doz.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₱ doz.$4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles $5.80
The "Best" Handles, with Forged Iron Stretchers. ₱ doz.....$8.50
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz$22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ D 3@3½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....80@80&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₱ D 16c
Cable Laid Russia....₱ D 13½c@14c
Common India.....₱ D 8½c@ 9c
Common Russia Sash. ₱ D 12½c@12c
Patent India.....₱ D 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ D 30c
"Samson" Braided Drab, Cotton.....₱ D 35c
"Samson" Braided Italian Hemp.....₱ D 33c
"Samson" Braided Linen, ₱ D 56c
Silver Lake:
A Quality, Drab.....₱ D 40c. 15@15&7½%
A Quality, White.....₱ D 30c. 15@15&7½%
B Quality, Drab, ₱ D 35c..... 15@15&7½%
B Quality, White ₱ D 30c. 15@15&7½%
White Cotton Braided. ₱ D 31c@33c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze. Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.55%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip..... 25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25@10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....30%
Red, Polished and Varnished.. ₱ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&10%
Cross-cuts Nos. 3 and 4, $32.00; No. 5, $31.00.....40&5&10%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '98.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $5.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. L Tool. Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....30%

Screw Drivers—

Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....50@50&10&10
Pat. Excelsior.....5 &5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $13.50%
Howard-Allard.....50&10&10%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....25&10%

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Sargent & Co.'s:
No. 1 Forg. Blade..50&10@50&10&5%
Nos. 20 and 40 ..... 50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles..70&10%
No. 86.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....85%
Brass, Round Head.....82½%
Bronze, Flat Head.....82½%
Bronze, Round Head.....80%
Coppered, Flat Head.....85%
Coppered, Round Head.....80%
Drive Screws, Diamond Point.87½%
Iron, Bright Flat Head 87½%
Iron, Br't R'd & Oval Head.....85%
Nickel Plated, Iron Flat Head..82½%
Nickel Plated, Iron R'd Head..82½%
Silver Plated, Iron Flat Head....70%
Silver Plated, Iron Round Head.75%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $2.75; 1⅛, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....30%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₩ Set.....$3.25
Surrey, No. 9, ₩ Set.....$3.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs.₩ doz.$3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning, See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Wise & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1892.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....60&10&5%
Empire.....60&5%
National.....60&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 5 &10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.... Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....5c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued....90&10@90&20%
America, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....8 &10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....8 &10%
Cigar Box Nails.....80%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&2 %
Hungarian Nails, Steel.....80&20%
Lace Tacks.....
S.S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S S.....90&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....₩ box $4.00
Bill Nye, Jr., Brad Box..₩ box $2.00
Bonnie Blue.....₩ box $1.5
Can Opener Carpet Tacks.₩ gr $4.00
Dble. Point.90&10&10&10&10&10%
Hammer Carpet Tacks...₩ gr. $4 50
Miniature Keg Tacks..66⅔&33⅓& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " 1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American .....40&10@50%
Chestermans.....25&2)&5%
Keuffel & Esser Co , New list, 1898:
Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".35%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb. Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 423, ₩ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₩ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$2.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₩ doz.$1.75
Floor Hooks, ¾ in. ₩ doz. .65
Floor Pulley, Wood Sheave, Fig. 436, ₩ doz.....$2.00
Hanging Hooks for Double Steel Track, ₩ doz..... .60
Hanging Hooks for Single Steel Track, ₩ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₩ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₩ doz.$2.00
Malleable Rafter Brackets, ₩ doz..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$2.7

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Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track $2.25
Rope Hitch ₩ doz. $1.75
Single rail Car, Single Steel T. $3.50
Single rail Steel Track with clamps, ₩ ft. ..... .09
Sprouts Shear Fork, each $1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz. $1.50
Sure Grip Sling Car., Steel or Wood Track $6.00
Walker Fork, each $1.15
Wrought Rafter Brackets, ₩ doz. ..... .45

Transom Lifters—

Ajax ..... 50&10@50&10&5%
Bronze Metal, with Safety Spg. 5%@ 0&10%
Crescent ..... 7.@7 &10%
Dicksons 60%
Nickel Plated ..... 50&10%
Payson's Solid Grip, Nos. 3 3 and 304 ..... ₩ 1.0, $12.00
Shaw's:
Copper Finished ..... 80&10%
Lever ..... 70@70&10%

Traps—

GAME—

Blake's Patent ..... 60@60&10%
Enterprise Mole 15%
Newhouse ..... 5 @50&10%
Oneida Pattern ..... 75&5@75&10%

MOUSE AND RAT—

Erie Rat ..... 40@40&10%
Hotchkiss:
Metallic Mouse, ... ₩ doz. 65c
Improved Rat ..... ₩ gross, $12.50
New Rat ..... ₩ gross, $12.50
Mouse, Bonanza .... ₩ doz 90c@$1.00
Mouse, Catch-'em-Alive ₩ doz $2.50, 15%
Mouse, Delusion 40%
Mouse, Ideal ..... ₩ gr $9.00
Mouse, Round Wire, ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro. $13.50; No. 2 ₩ gro., $18.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz. $15.00
Yankee Mouse Trap, ₩ doz. .. $5.50
Yankee Rat Trap, ₩ doz. $11.00
John M Mast:
Snap Shot, 2-Hole .... ₩ gro., $4.00
Snap Shot, 4 Hole .... ₩ gro., $7.00

FLY-

Balloon, ₩ doz $1.25 ..... ₩ gr. $13.50
Electric Rod ..... ₩ gr. $16.50
Globe ..... ₩ doz., $1.25; ₩ gr. $13.50
Harper .... ₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick 30%
Disston's:
Brick ..... 25@25&10%
Plastering ..... 25@25&10%
Pointing 30%
C. E. Jennings & Co.:
Brick 30%
Plastering 30%
Pointing 30%
Wm. Johnson's:
Brick 40%
Plastering 40%
Pointing 40%
W. & McP. Plastering .... 25@25&10%
Peace's Plastering ..... 25@25&5%
Richardson ..... 25@25&10%
"Rose" Brick Plastering and Moulders ..... 30@30&10%
Sargent's Garden, No. 1 ..... 70%
Sargent's Garden, No. 15 ..... 50%

Vegetable Slicers—

Enterprise Mfg. Co. 25%

Ventilators—

CHIMNEY—

Pancoast's Double Deflector. 70&10%

WINDOW—

Pancoast's "Common Sense," ₩ dos. $9.00

Vises—

Solid Box ..... 60&10@60&10&10%

PARALLEL—

Armstrong's:
Combination 50%
Plain and Hinge 60%
Athol, Oval Slide ..... 60&10%
Bonney's Champion ..... 50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's ..... 40@40&10%
Howard's ..... 40&10%
Little Giant Bench ..... 35&10&5%
Lowell Hand 33⅓%
Millers Falls, Mechanics' ... net@10%
Moore's 20%
Parker's ..... 20@35%
Oval Slide .. .. 50&10%
Victor 30%
Prentiss ..... 20@35%
Sargents ..... 70&10%
Simpson's Adjustable 40%
Stephens' ..... 25@30%
Trenton ..... 40&5@40&10%

SAW FILERS—

Bonney's Nos. 2 & 3 $15.00 ..... 50&10%
Stearn's Com., No. 0, 1, 2, and 3 .. 50%
Stearn's Rubber Jaw, Nos. 10 and 33 ..... 33⅓%
Wentworth's 40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₩ doz., $30.00 ..... 60&20%
Daisy, ₩ doz., $12.00 ..... 60&20%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's ..... 30&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₩ dos. $5.00
Axtell, Lacquered, 42 in. ₩ dos. $7.00
Axtell, Pol. Brass, 36 in. ₩ dos. $12.00
Axtell, Pol. Brass, 42 in. ₩ dos. $15.00

Weed Diggers—

"Pastime" ..... ₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co. 40%
Clayton's ..... 35&10%

Window Mirrors—

Bayer & Co.'s ..... ₩ dos. $34.00 net

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection" 50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire 35%
Bright Wire Goods, Standard list 90&2½@90&2½%
Cast Steel Wire 50%
Copper Wire 40%
Malin's Annealed and Tinned on Spools ..... 60&10%
Malin's Brass and Copper on Spools ..... 50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18 ... 80&10@80&10&10%
Cop'd, Nos. 0 to 18 ..... 80&10%
Galv., Nos. 0 to 18 ..... 60&10%
Tin'd, Tinned list Nos. 0 to 18 .... 75&10%
Picture Wire ..... New list 35&10%
Steel Music Wire, Nos. 13 to 20, Imported, ₩ ℔ ..... 60@70c
Stub's Steel Wire ..... $6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting ..... 80&20%
Painted Screen Cloth good quality ₩ 100 sq. ft., $1.00@$1.10

Wire Rope—

List.
Cast-steel ..... 2½&2½&2½ cash
Iron ..... 20&2½&2½ cash
Iron, Galvanized .. 20&2½&2½ cash

Wire Rope Clips—

Crosby 25%

Wire Stretchers—

W. C. Heller's Grip ..... ₩ dos. $1.50

Wrenches—

Agricultural ..... 80@80&10%
Aiken's Pocket (Bright) .. $3.00@3.20
Alligator 70%
Armstrong's 40%
Baxter's ..... 65&10@70%
Bemis & Call's:
Brigg's Pattern ..... 80&10%
No. 2 Cylinder or Gas Pipe 55%
No. 3 Pipe, Bright 80%
Patent Combination Black. 40&10%
Patent Combination Bright. 40&5%
Boardman's ..... 80@80%
Cincinnati Tool Co:
Bit ..... 15@15&10%
Standard Brace ..... 15@15&10%
Coes':
Genuine ..... 40&10&5&5&5%
"Mechanics'." ..... 40&10&10&5&5&5%
Donohue's Engineer ..... 40&10%
Eagle Pipe ..... 40&10%
Stillson Pipe 40%
Taylor Pipe and Nut 40%
Trimo Combination 40%
Trimo Pipe ..... 50&10%
Wakefield Pipe and Nut 40%
Whitman & Barnes:
Acme ..... 60@70&5%
All Steel Pipe ..... 50&10@70%
Always Ready ..... 35@40&10%
Bull Dog ..... 60&10%
Diamond Cycle ..... ₩ doz $2.00
Drop Forged Engineers 35@40&10%
Hercules ..... 70&10@75%
Improved Knife Handle Pipe 60@65&5%
Machinists' Knife Handle, 50&10 @50&10&10%
Regular ..... 30&5@.0&10&5%
J. H. Williams 35%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 25%
Colby Wringer Co., list May 1, 1894, 25%
Lovell Mfg. Co., list July 2, 1894 ... 25%
National Wringer & Mfg. Co., list Jan. 1, 1895 ..... 25%
Peerless Mfg. Co., list Feb., 1898 .. 25%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels .. ₩ gallon 38c
Linseed, City, Boiled, in barrels ₩ gallon 40c
Out of Town on Spot .. ₩ gal. 38c
Calcutta, Raw, in bbls .... ₩ gal. 54c
Lard, Prime City ..... ₩ gal. 42@43c
Extra, No. 1 ..... 37@39c
No. 1 ..... 27@29c

Paints and Colors—

Barytes, Foreign, ₩ ton, $18.00@$22.50
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ℔ ..... 4½@5c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ℔ net 6½c
In lots of 500 pounds and over, ₩ ℔ 5½c
White Lead, Foreign, in Oil, ₩ ℔ 5½@5½c
Litharge, Kegs, ₩ ℔ ..... 5½@5½c
Zinc, American, Dry, ₩ ℔ .... 4@4½c

Putty—

In bbls. and half bbls ..... 1½@1¾
Putty in Bladders ..... 1½@2
Putty in Tins ..... 2 @2½

Spirits Turpentine—

In regular bbls ..... 29@—c
In machine bbls ..... 31@—c

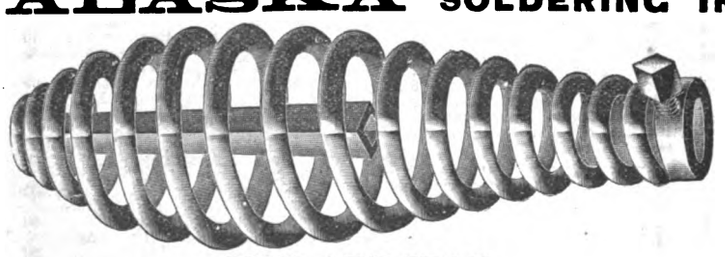
Dry Colors—

Blue, Chinese ..... ₩ ℔ 30 @35
Blue, Prussian ..... ₩ ℔ 20 @25
Blue, Ultramarine .. ₩ ℔ 6 @35
Sienna, Italian, burnt & powdered ₩ ℔ 4½@10c
Sienna, Italian, raw & powdered ... ₩ ℔ 3 @4½c
Umber, Turkey, burnt ..... ₩ ℔ 2½@3½c
Umber, Turkey, raw ..... ₩ ℔ 2½@3 c
Green, Chrome, Ordinary ..... ₩ ℔ 4 @12 c
Green, Paris, in bulk, ₩ ℔ 13½@15½c
Indian Red, American ..... ₩ ℔ 2½@ 3 c
Indian Red, English ..... ₩ ℔ 4½@5½

Colors in Oil—

Black Coach Japan ₩ ℔ .. 18½@20
Black Coach Japan, in Oil ..... ₩ ℔ 12 @12 c
Black Drop ..... ₩ ℔ 7 @10 c
Black Lampblack, Best ..... ₩ ℔ 12 @15 c
Black Lampblack, common ..... ₩ ℔ 7 @10 c
Blue, Chinese ..... ₩ ℔ 35 @40 c
Blue, Prussian ..... ₩ ℔ 25 @25 c
Blue, Ultramarine .. ₩ ℔ 16 @21 c
Sienna, burt ..... ₩ ℔ 8 @12 c
Sienna, raw ..... ₩ ℔ 7 @10 c
Umber, burnt ..... ₩ ℔ 7 @10 c
Umber raw ..... ₩ ℔ 6 @10 c
Brown, Vandyke .... ₩ ℔ 7 @12 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.

Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,

ALBANY, N. Y.

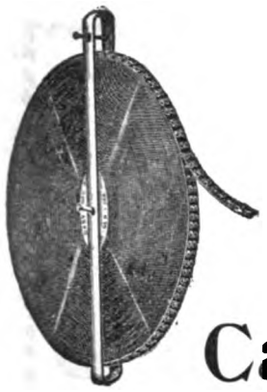
"TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell, Baltimore, Md.: HARDWARE is too valuable to be without.

"GREAT VALUE AS AN ADVERTISING MEDIUM."

Buck Bros., Millbury, Mass. [*Tools*]: We appreciate the great value of your paper as an advertising medium.

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NOTICE TO THE TRADE.

JUDGE LACOMBE

Rendered a Judgment, July 2, 1898

In favor of the

Cary Manufacturing Co.,



sustaining their Letters Patent #403,247, and declaring that the goods in question made by Hugh DeHaven are a direct infringement of the CARY COMPANY'S patent, which relates to

REELS OF BOX STRAPPING

such as has been made by the DeHaven Manufacturing Co., and sold under the name of "Trojan" Box Strap, since August, 1893, immediately after which our suit was commenced.

This is the THIRD Judgment we have obtained against Hugh DeHaven in suits relating to infringements of patents. In every suit so far decided we have obtained a judgment against them. This should be ample evidence to the trade that we are seeking only to maintain our rights, and protect ourselves against parties offering infringing goods, which are very much lighter in weight and inferior in quality to our UNIVERSAL BOX STRAPPING, so generally known in this country and abroad.

Respectfully,

CARY MANUFACTURING CO.

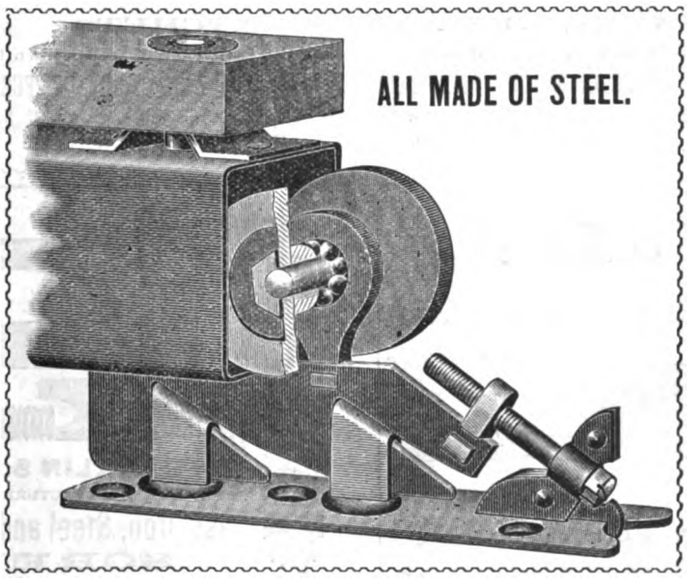
S. C. Cary Pres't

WILCOX TROLLEY HANGERS.

FOR

HOUSE,

BARN,



AND

FIRE

DOORS.

No. 119.

SELLING AGENTS,

JOHN H. GRAHAM & CO., 113 Chambers St., New York.

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CUTLERY. CUTLERY.

Our special aim has been for years to make a little better goods, (stronger and more durable), than any one else for the same money. And we are well satisfied with the results. . . . . Before placing your fall order for butcher knives, carvers and table knives, send for our catalogue and prices. There are no goods on the market better in quality, finish or reputation, and our prices are right.

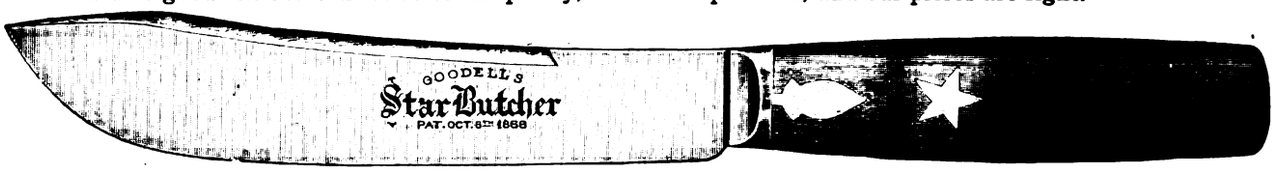


Table Knives and Forks, Carvers, Table and Butcher Steels, Butcher Knives, Boning Knives, Skinning Knives, Sticking Knives, Hunting Knives, Cheese Knives, Butter Spades, Bread Knives; Slicers, Scraping Knives, Cigar Knives, Kitchen Knives, Shoe Knives, Can Openers, &c. . . . . .

NEW YORK OFFICE, 10 WARREN STREET.

GOODELL COMPANY, - ANTRIM, N. H.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

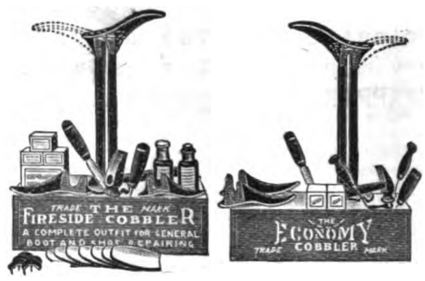
We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE:
90 Chambers St.

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.
Every Family Wants One.
Write for Prices.
The ROOT BROS. CO, Plymouth, O.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND
AXES, ADZES AND HATCHETS
Manufactured from highest grades of materials under the favorite and well-known brands of
"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."
Manufactured by FRED. W. PECK, Successor to A. C. PECK & CO., Cohoes, N. Y., U. S. A.
Send for New Catalogue. Mention HARDWARE.



G. W. BRADLEY'S SONS,

BUSH HOOKS.

Axe Eye.
Axe Eye Strapped.
2 Ring.
1 Ring with cutter.
New Orleans.

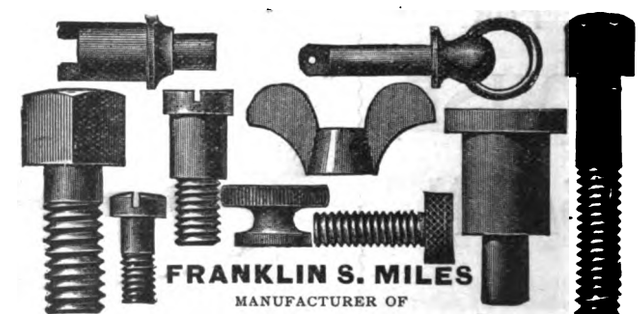


New Orleans Pattern.

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F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Chas. J. Stebbins, New York
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers,

Alder & Boyd, New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Office Railings

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

Otto Neuburg, New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

Goodell Bros. Co., Greenfield, Mass.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Scholihorn Co., New Haven Conn.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell M'f'g. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works, Albany, N.Y

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Union Hardware Co., Torrington, Conn.

Polish.
John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.
E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.
Alder & Boyd, New York.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses.
E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.
Heber Wells, New York.

Pruning Shears.
Wm. Schollhorn Co., New Haven, Conn.

Pulleys.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.
Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.
Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Snell Mfg. Co., Fiskdale, Mass.
E. S. Stiles Press Co., Watertown, N. Y.
Underhill, Clinch & Co., New York.

Radiators.
Wilmot Castle & Co., Rochester, N. Y.

Railings, Brass and Iron.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.
Magnolia Metal Co., New York.

Rails, Barn Door.
Ohlsholm & Moore Mfg. Co., Cleveland, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.
Enterprise Mfg. Co., Philadelphia.

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John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Rat and Mouse Traps.
See Traps.

Refrigerators.
Baldwin Refrigerater Co., Burlington, Vt.

Refrigerator Door Fasteners.
P. J. Conroy & Co., Philadelphia.

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Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

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Root Bros. Co., Plymouth, Ohio.

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N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

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Tower & Lyon, New York.

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Reading Hardware Co., Reading, Pa.

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Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.

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Alfred Field & Co., New York.

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Pike Mfg. Co., Pike Station, N. H.

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Aluminum Sign & Novelty Co., Columbus, Ohio.

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Union Hardware Co., Torrington Conn.

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Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

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Stanley Rule & Level Co., New Britain, Conn.

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Bommer Bros., Brooklyn, N. Y.
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McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

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Wallace Barnes Co., Bristol, Conn.

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Diamond Hardware Co., Boston.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.
Troy Nickel Works, Albany, N.Y.

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See Trucks, Stove.

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Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

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Ames Sword Co., Chicopee, Mass.

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Berlin Iron Bridge Co., East Berlin, Conn.

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Bruce & Cook, New York
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Wire Cloth.
Clinton Wire Cloth Co., Clinton Mass.
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Estey Wire Works Co., New York
Gilbert & Bennett Mfg. Co., New York and Chicago
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Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
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New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
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John H. Graham & Co., New York.
F. E Myers & Bro., Ashland, Ohio.
J. H. Seed, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

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Bommer Bros., Brooklyn, N. Y.
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HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.... 4
Adamson, A.... 9
Allerton-Clarke Co 51
Aluminum Sign & Novelty Co.... 2
American Ring Co....11
American Shearer Mfg. Co....62
Ames Sword Co.... 13
Arcade File Works....51
Arcade Mfg. Co.... 2
Armstrong Mfg. Co....14
Atkins (E. C.) & Co....61
Atlas Bolt & Screw Co....83
Atlas Mfg. Co.... 1
Auesble Horse Nail Co.... 3
Automatic Machine Co.... 5

B

Baeder, Adamson & Co.... 5
Baldwin Refrigerater Co....80
Barnes, Wallace....47
Barnett (G. & H.) Co....83
Barney & Berry....56
Barrett, W. L.... 1
Belmont Mfg. Co....15
Berger Bros Co....14
Berger, L. D....55
Berlin Iron Bridge Co....17
Bicycle Step Ladder Co.... 6
Boardman (Luther) & Son....59
Bommer Bros....82
Brass Goods Mfg. Co 64
Bridgeport Chain Co....10
Bruce & Cook 17
Bryan Mfg. Co.... 4
Burr Mfg. Co....63
Burr Mfg. Co.... 2

C

Capewell Horse Nail Co....83
Cary Mfg. Co....73
Castle (Wilmot) & Co....59
Chatillon (John) & Sons.... ... 4
Chicago Flexible Shaft Co....13
Chisholm & Moore Mfg. Co....58
Clark & Cowles....14
Cleveland Stone Co.... 7
Cleveland Store Fixture Co....58
Cleveland Twist Drill Co....82
Clinton Wire Cloth Co....81
Clowes (Geo. H.) Mfg. Co....57
Coates Clipper Mfg. Co....10
Coburn Trolley Track Mfg. Co.... 4
Codling Mfg. Co....64
Coes Wrench Co.... 7
Coldwell Lawn Mower Co.... 9
Conroy (P. J.) Co.... 6
Cooney, Seiner & Co....64
Covert Mfg. Co....55
Cronk Hanger Co....16
Cushman & Denison....49

D

Darby (Edward) & Sons 81
Dean Linseed Oil Co....63
Diamond Hardware Co.... 7
Dickinson, Thos. F....67
Disston (Henry) & Sons.... 5
Divine Bros.... 2
Dixon (Jos.) Crucible Co.... 5
Dow Wire Works....64
Dunbar Bros....59
Du Pont (E. I.) de Nemours & Co. 3

E

Edgar Mfg. Co. 18
Elliott (W. H.) Electric Co.... 5
Enterprise Mfg Co. of Pa.... 8
Erie Specialty Co.... 2
Estey Wire Works Co....58
Excelsior Mfg. Co....59

F

Field (Alfred) & Co.... 6
Fitch (W. & E. T.) Co.... 1
Fuller Bros. & Co.... 2

G

Gilbert & Bennett Mfg. Co. 81
Gillespie (Chas. H.) & Sons.... 5
Goldberg, C. H. & E. S....63
Goodell Bros. Co....46
Goodell Co....74
Gould Packing Co.... 58
Graham (John H.) & Co....78

H

Hardwaremen's Exchange....63
Hardware Publishing Co....16
Harmon, S. H....81
Harrington & King Perforating Co....83
Harrington & Richardson Arms Co....64
Hartley & Graham.... 1
Heinisch's (R.) Sons Co....74
Heller (W. C.) & Co....14
Hill (N. N.) Brass Co.... 55
Holmes & Edwards Silver Co....64
Holroyd & Co.... 7
Howard Iron Works....13

I

Iowa Farming Tool Co....59
Ives (H. B.) & Co....83

J

Jennings (C. E.) & Co.... 1
Johnson's (Iver) Arms & Cycle Works....50

K

Kearney & Foot Co....58
Keuffel & Esser Co.... 9
Kilbourne & Jacobs Mfg. Co....43
Kimball Bros....14
Kohler (F. E.) & Co.... 9

L

Lancaster Machine & Knife Works....57
Lane Brothers Co.... 2
Laflin & Rand Powder Co.... 1
Laflin & Rand Powder Co....45
Lawson Mfg. Co.... 10
Leonhardt & Co.... 7
Littell, William H....55

M

Magnolia Metal Co.... 1
Martin, James F....63
Mast, John M....17
McKinney Mfg. Co....16
Merchant & Co....19
Miles, Franklin S....74
Miller (Edward) & Co....57
Millers Falls Co....57
Miller & Van Winkle.... 1
Miner & Peck Mfg. Co....83
Morrill, Charles....13
Myers (F. E.) & Bro....17

N

National Saw Co....10
National Specialty Mfg. Co....15
National Cement & Rubber Mfg. Co....64
New Departure Bell Co....57
N. J. Car Spring & Rubber Co.... 1
New Jersey Wire Cloth Co....79
Ney Mfg. Co....15
Niagara Paper Mills.... 2
Nicholson File Co.... 3
Niles Mfg. Co 2
Nock, Geo. W....63
North Bros. Mfg. Co....15
Norton Door Check & Spring Co..58
Novelty Mfg. Co....60
Novelty Mfg. Co....61

P

Parry Mfg. Co....'5
Pastime Lawn Mower Co....50
Peck (Fred W.) & Co....74
Pennsylvania Wire Works....81
Philadelphia Commercial Museum....59
Philadelphia Lawn Mower Co....49
Pike Mfg. Co....55
Planet Mfg. Co....55
Plume & Atwood Mfg. Co....55
Pope Tube Co....19
Porter Screen Mfg. Co....64
Prescott (J. L.) & Co.... 1
Pryor (W. W.) Hardware Co....58
Putnam Nail Co.... 11

Q

Quincy Hardware Mfg. Co.... 1

R

Reading Hardware Co....10
Remington Arms Co....14
Rodgers (Joseph) & Sons 6
Rogers (Wm.) Mfg. Co.... 6
Rolfe, I.... 5
Root Bros. Co....63
Root Bros. Co....74

S

Samson Cordage Works.... 1
Sargent & Co....55
Schollhorn (Wm.) Co.... 6
Scranton (The) & Co.... 1
Sedgwick Machine Works....14
Seed, J. H.... 4
Shelp (Henry H.) & Co.... 14
Sickels & Nutting Co.... 4
Sickels, Preston & Nutting Co.... 4
Silver Mfg. Co.,.... 2
Slocomb (J. T.) & Co....10
Smith & Egge Mfg. Co....13
Smith (Albanus L.) & Co.... 7
Snell Mfg. Co....60
Sommer's (John) Son....83
Spatula Publishing Co 2
Speidel, J. G....14
Standard Tool Co,.... 1
Stanley Rule & Level Co....49
Stanley Works.... 1
Stebbins, Chas. J.... 3
Stephens & Co....63
Stevens (J.) Arms & Tool Co.... 7
Stiles (E. S.) Press Co....11
Storm Mfg. Co....14
Stowell Mfg. & Fdry. Co....64
Sudlow, John W....11
Surpless, Dunn & Co....81
Sweeney (W. H.) Mfg. Co....11

T

Toler (John) Sons & Co.... 3
Tower & Lyon....13
Townsend, C. C. & E. P....63
Troy Nickel Works....73
Tuck Mfg. Co....81
Turner, Vaughn & Taylor Co....10
Twentieth Century Mfg. Co....58

U

Ulrich Mfg. Co.... 1
Underhill, Clinch & Co.... 9
Underhill, Clinch & Co....74
Union Hardware Co....13
Union Metallic Cartridge Co.... 1

V

Van Wagoner & Williams Hdw. Co....83
Voigt, Starr & Co....60

W

Warner Elevator Mfg. Co....14
Warren (J. D.) Mfg. Co....53
Waterbury Brass Co.... 4
Welch (T. F.) & Co....81
Wells, Heber....56
Williamson (C. T.) Wire Novelty Co.... 2
Wright & Colton Wire Cloth Co....81

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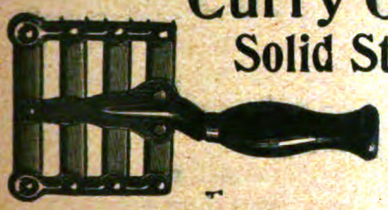
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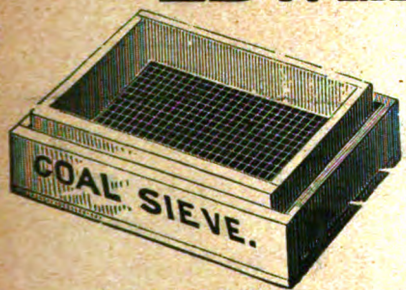
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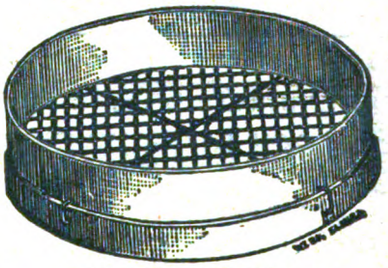
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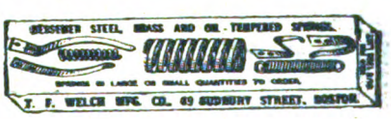
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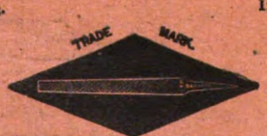
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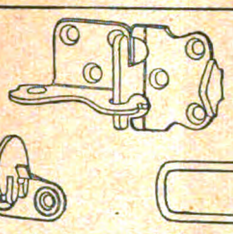
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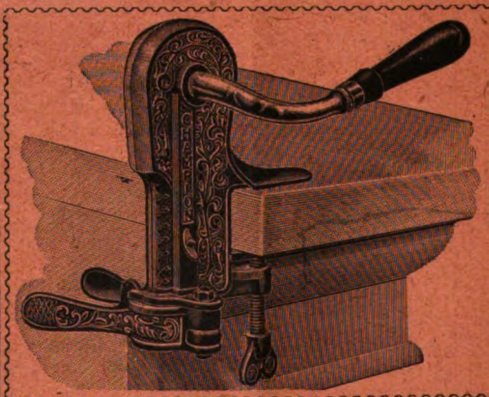
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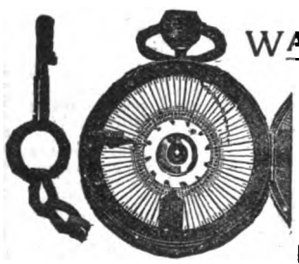


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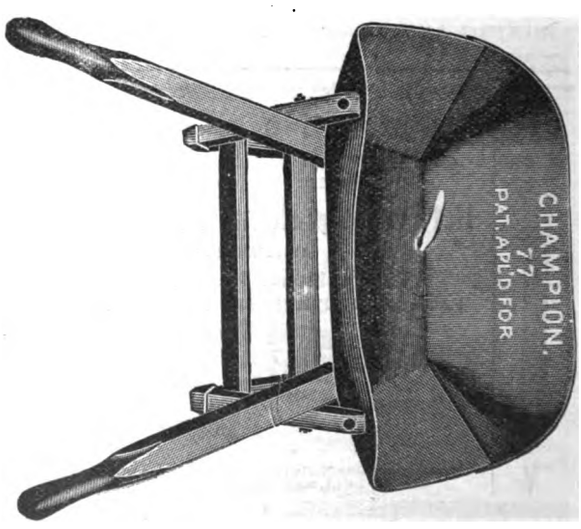
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Dixon's Cycle Chain Graphites.
Dixon's Lumber Pencils.
Dixon's Carpenter Pencils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

Do You Manufacture WIRE or SHEET METAL GOODS?

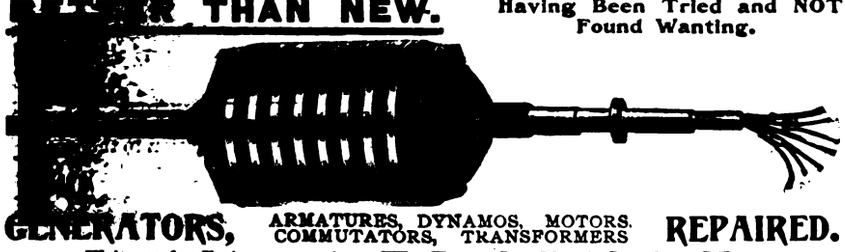
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AUTOMATIC MACHINERY.

We have filled the wants of others in this line, why not yours?

THE AUTOMATIC MACHINE CO., Railroad Ave., and Garden St., BRIDGEPORT, CONN.

BETTER THAN NEW. Having Been Tried and NOT Found Wanting.



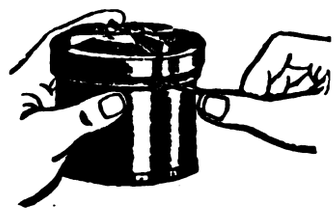
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Write us for Estimates on your work. | **We Pay the Freight One Way.**

The W. H. Elliott Electric Co., General Electrical Repairers. Fourteen Years' Practical Experience.

14, 16 and 18 Middle Street, Cleveland, Ohio, U. S. A.

It Doesn't Burn off.



Gillespie's Elastic Iron Enamel is practically indestructible, and is unequalled for use on Stove Pipes, Registers, Grates, Locomotive Smoke Stacks, etc. This is the season of the year when its sale in pint and half-pint cans to the household trade is enormous.

Your stock is not complete without it. Write for jobbers' special discount, and send us a sample order.

Chas. H. Gillespie & Sons,

Varnish Makers, 125 to 137 Dey St.
Jersey City, N. J. Established 1824.

I. ROLFE,

HALF TONE AND LINE CUTS

...Delivered When Wanted...

PHOTO-ENGRAVER and ILLUSTRATOR. No. 6 Park Place, NEW YORK.

You take no risk on the quality. We make only the best!

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MANUFACTURERS OF
GLUE
SAND PAPER. EMERY PAPER.
EMERY CLOTH
CURLED HAIR.
FOUNDED 1828.
NEW YORK. CHICAGO.
BOSTON PHILADELPHIA.

Sand Papers in Reams and Rolls { Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO

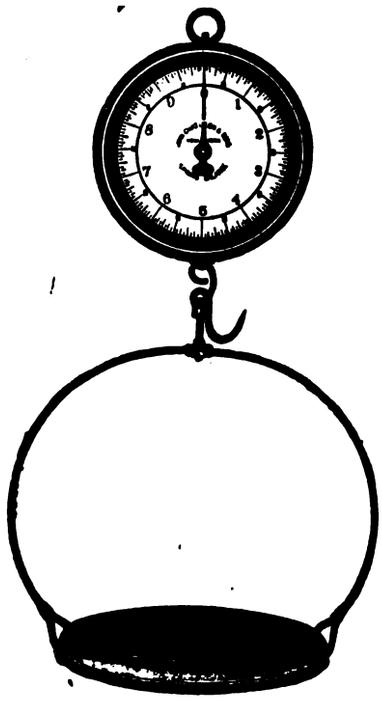
730 MARKET STREET, PHILADELPHIA.
87 BEEKMAN STREET, NEW YORK.
148 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

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CHATILLON SPRING SCALES.

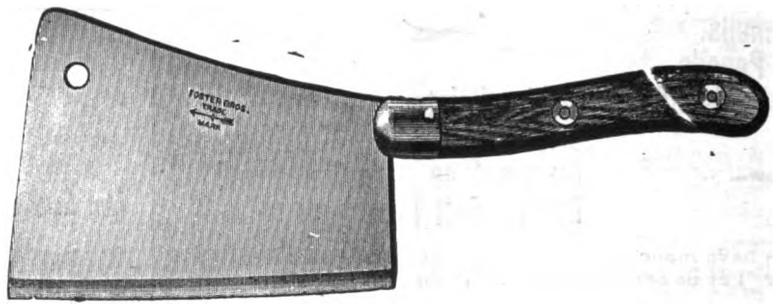
For more than **sixty years** we have carried on the business of making **Spring Scales,** and have made it OUR SPECIALTY.

All our Scales are warranted to weigh accurately and to be perfect in workmanship.



Our experience in the business, together with our unequaled facilities for manufacturing, enables us to produce a superior article, and thus to maintain the well-known reputation of **Chatillon's Spring Scales** as above that of other makes.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, &c.



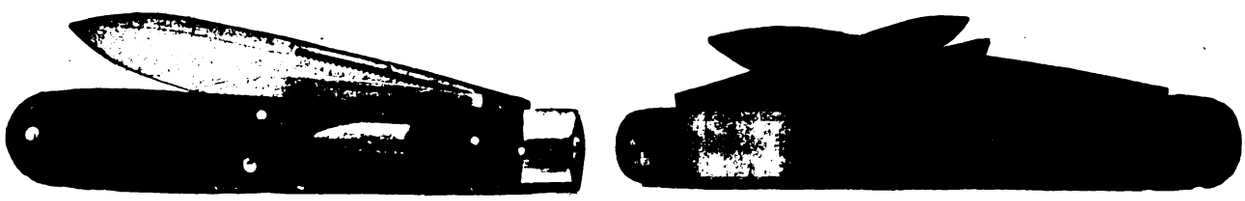
These Tools are recognized in the Markets, Packing Houses and Abbatoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

PHOENIX KNIFE CO.'S POCKET KNIVES.



Finest quality American Pocket Cutlery in large variety—Knives that are good sellers and will give satisfaction to the user.

JOHN CHATILLON & SONS,

ESTABLISHED 1835.

85 to 93 Cliff St. and 12 Jacob St., - - NEW YORK CITY.

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"EVERYTHING IS COMING UP."

BUSINESS IS BETTER AND THERE WILL BE A LARGER DEMAND THAN EVER FOR OUR

Sheep Skin Mitten.



Acknowledged to be the best article for polishing stoves, as it does away with the old time dirtiness of the work, making this work a pleasure. Also invaluable for polishing brass or glass, or silverware, which it does not scratch. For tan shoes and cleaning bicycles it has demonstrated itself a conspicuous success.

Diamond Hardware Co.,

624 Atlantic Ave., Boston, Mass.



L. COES'

Genuine Improved

KNIFE HANDLE

PATENT

Screw Wrenches.

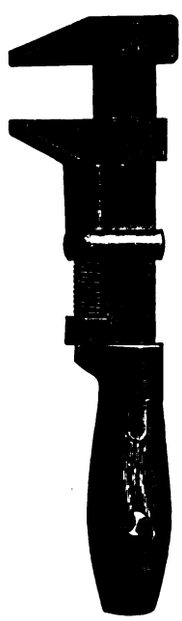
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COES WRENCH CO.,

WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

Patented Dec. 15 1891. Patented April 30, 1895.



Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

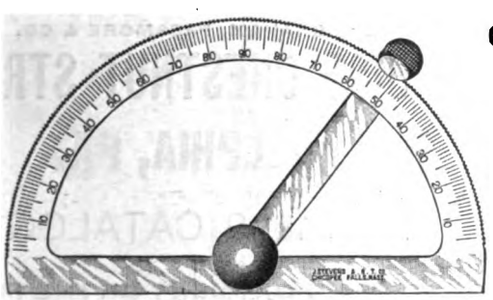
Straight Bar, Extra Long Nut for Screw in Jaw.

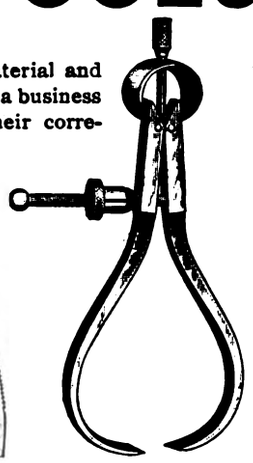
The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.

STEVENS TOOLS

Are of the highest quality as regards material and workmanship. We are prepared to make a business proposition to the trade and solicit their correspondence. . . . .





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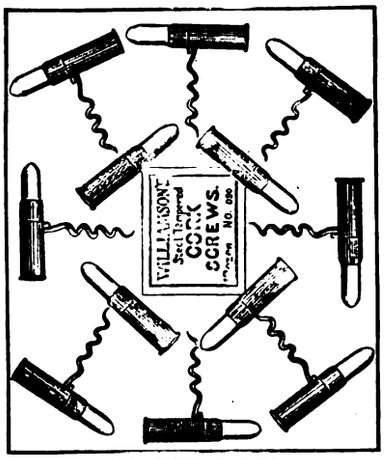
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Cartridge Cork Screws

No. 080.

Are Quick Sellers at 25 cents each.



DEWEY'S SLUGS.

Neat and Compact for the Pocket.

Order through your Jobber, or we will mail a sample card upon receipt of $2.00.

WILLIAMSON COMPANY, Newark, N.J.



QUICK DELIVERY

—OF—

Grindstones.

A full stock carried by our branch yards.

New York. Boston. Chicago.

The Cleveland Stone Co.,

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Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of STOCKS & DIES, TAPS, etc.



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HORSESHOE-H-STUDS (Neuss' Patent)



Always Sharp! No Slipping of the Horse!
No injuries as caused by other Studs!
Great Saving of Horses and Horseshoes!
Price List, with Testimonials, Post Free.
Patentees and Sole Manufacturers.

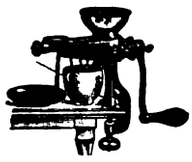
LEONHARDT & CO.,

SCHOENEBERG-BERLIN, GERMANY.

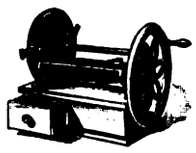
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Sausage Stuffer and Lard Press



Meat Juice Extractor



Rotary Smoked Beef Shaver



Raisin and Grape Seeder

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Meat and Food

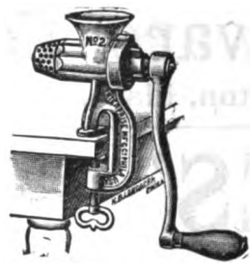
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TINNED

28 sizes and styles, $1.50 to $275.00



No. 5, $2.00



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Third and Dauphin Streets Philadelphia, Pa., U. S. A.

New York Branch, 10 Warren Street



Power Meat Chopper



New "Rapid" Coffee and Spice Mill



Self-Priming and Measuring Pump

Send for Price and Illustrated List of

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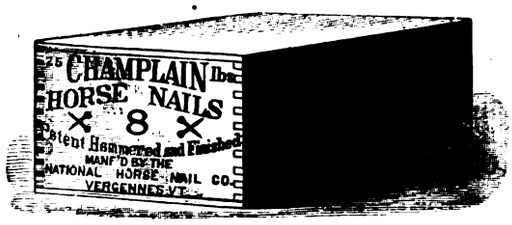
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ALL SIZES.

ALL PATTERNS.

ALL WARRANTED

SOLD EVERYWHERE.



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National Horse Nail Co.

Vergennes, Vermont.

J. C. McCARTY & CO., Agents, NEW YORK.

PORTER SCREEN MFG. CO.,

MANUFACTURERS OF

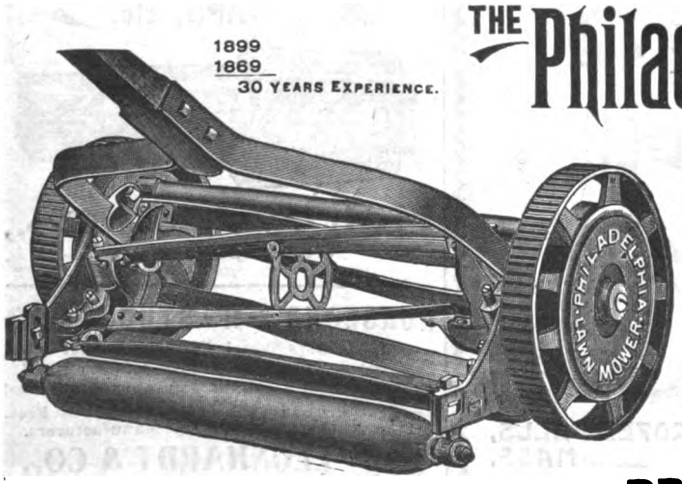
Door & Window Screens,

Catalogue Free. BURLINGTON, VT.

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For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc.
PRICE-LIST TO APPLICANTS.

HEBER WELLS,
157 William St., NEW YORK.



THE Philadelphia Lawn Mower Co.

SUCCESSORS TO GRAHAM, PAESMORE & CO.

3107 & 3109 CHESTNUT STREET,

PHILADELPHIA, PA.

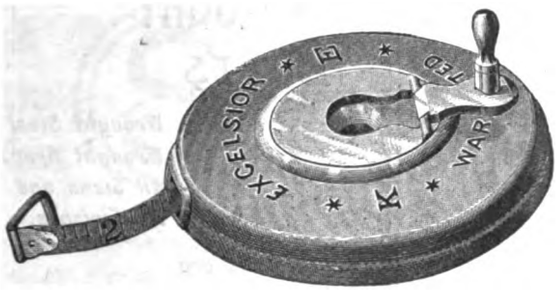
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THE LARGEST ASSORTMENT OF THE FINEST GOODS ON THE MARKET.

PRICES DEFY COMPETITION.

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KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

One of the First and Last Advertisers.

New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that HARDWARE is one of the publications we can't afford to stay out of.

UNDERHILL, CLINCH & CO.,

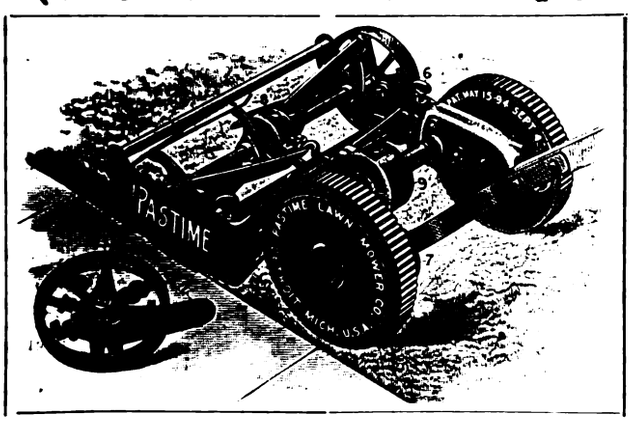
GENERAL HARDWARE,

P. O. Box 2383. 94 Chambers Street, NEW YORK.

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NORWALK LOCK CO., SOUTH NORWALK, CONN.
SNELL MANUFACTURING CO., FISKDALE, MASS.
SAUGATUCK MALLET & HANDLE WORKS, SAUGATUCK, CONN.
GERMANTOWN TOOL WORKS, PHILADELPHIA, PA.
NATIONAL SAW CO., NEWARK, N. J.
NICHOLSON FILE CO., PROVIDENCE, R. I.
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ANTON AUER, BROOKLYN, N. Y.
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Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

SEND FOR CIRCULAR AND PRICES.

N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,
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MAIN OFFICE
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BOSTON,
113 & 115 Milk St.



CHICAGO,
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PHILADEL'A,
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HAND SAWS.

SEND FOR PRICES.

THE NATIONAL SAW COMPANY,
NEWARK, N. J.

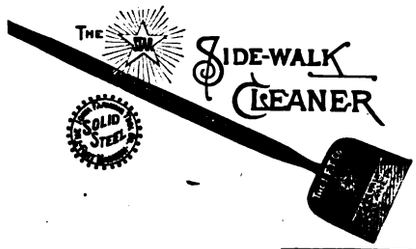
"DUPLEX" WROUGHT BUTTS

Wrought Steel
Wrought Bronze
All Sizes and
All Finishes.

These Butts are better than the ordinary kinds. Made only by

READING HARDWARE COMPANY,
New York, Phila., Chicago.
Factories, READING, PA.

WALK CLEANING TOOLS.



Best Tools Made For Clearing Snow and Ice.

Walk and Street Scrapers.



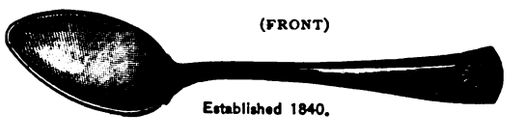
MADE ONLY BY
THE IOWA FARMING TOOL CO.,
FORT MADISON, IOWA.



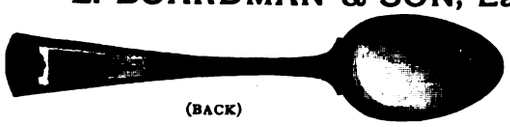
COATES CLIPPER MFG. CO.,
Worcester, Mass., U. S. A.
MAKERS OF
Hair Clippers
ALL KINDS UNDER THE
COATES PATENTS.
Power Clippers. both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

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Highest Grade of
Silver Plated Ware
In Spoons, Forks, Etc.
Manufactured by



L. BOARDMAN & SON, East Haddam, Conn.



Also Nickel Silver Flat Table Ware and Britannia Spoons.
Write for Catalogue and Prices.



Potter's Jenny for Pottery Use.

SPECIAL MACHINERY

WIRE drawing, CLAY working,
RUBBER washing, CHAIN WINDING,
CUTTING and WELDING machines,
POWER TRANSMISSION, Pulleys, Shafting
Gearing Boxes, Collars, etc., etc.

TURNER, VAUGHN & TAYLOR CO.,
CUYAHOGA FALLS, OHIO, U. S. A.

BE . . .
ACCURATE.

The Best Micrometer Caliper in the World and Sold at the Lowest Price. . . .



Why use expensive, inaccurate wire or sheet metal gauges when you can have Micrometer Calipers at the same price?
The Lightest Micrometer, only 1½ oz.
We want all live dealers to sell them.
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J. T. Slocomb & Co,
Providence, R. I.

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THE E. S. STILES PRESS CO.,

MANUFACTURERS OF

Presses, Power Shears, Drop Hammers, Dies, &c.

FACTORY:

WATERTOWN, N. Y.

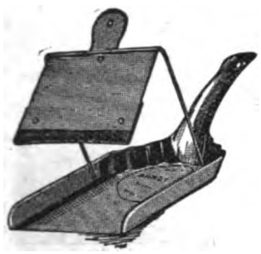
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243 Centre Street,

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Correspondence Solicited.
Estimates Furnished.

The DANDY SINK CLEANER.

. . . A perfect and complete



Household Specialty.

A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight. . . . . .

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,

John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

A GOOD INVESTMENT.

The Burr Mfg. Co., Cleveland, Ohio. [*Safety Lifts, Hoisting Apparatus, etc.*] We appreciate the merits of HARDWARE more and more every day. Our advertisement in the same has proved an exceedingly good investment.

THE W. H. SWEENEY MANUFACTURING CO.

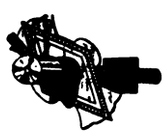
Our goods are attractive, well-made and thoroughly up-to-date.



These are only a few of the articles we make. Full line shown in 1898 Catalogue.

66-72 WATER ST., BROOKLYN, NEW YORK CITY.


1174


924


1292


10009


5079

American Ring Co.,

Waterbury, Conn.

MANUFACTURERS OF . . .

Brass Trimmings for Furniture and Interior Cabinet Work,
Curtain Pole Trimmings,
Brass Headed Upholstery Nails,
Brass Ferrules and Curtain Rings.


4890


1645


4898

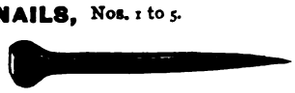

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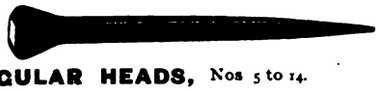

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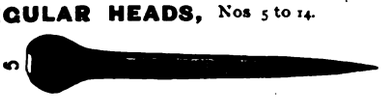
TURF NAILS, Nos. 1 to 5.



FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



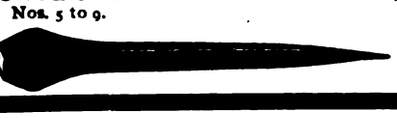
REGULAR HEADS, Nos 5 to 14.



CITY HEADS, for shallow creased shoes. Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



A POPULAR SYSTEM

The increased sale of Putnam Nails for 1897 indicates that our present system is profitable and generally approved by the trade.

The high quality of the Putnam Nail makes it an easy seller at present prices.

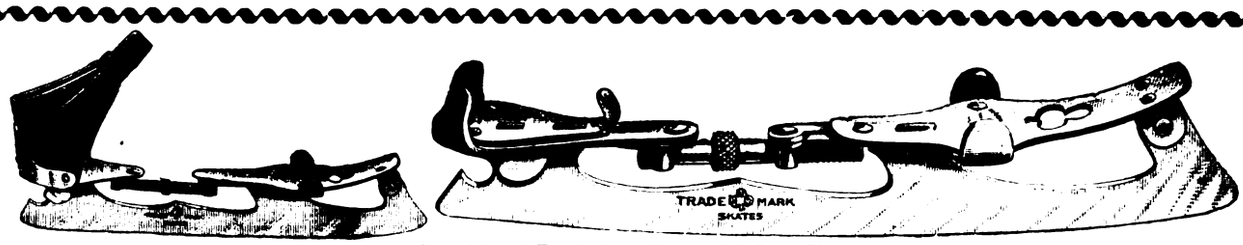
Trade correspondence solicited.

For terms and discounts address

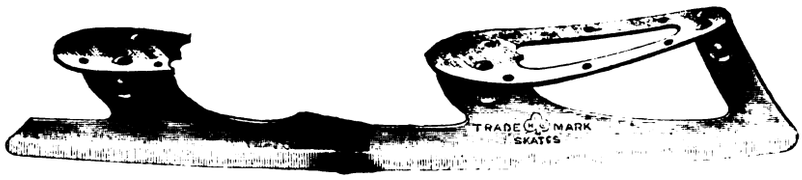
PUTNAM NAIL CO.,

Boston, Mass.
Or 235 Lake St., Chicago, Ill.
Or 12-14 Drum St., San Francisco, Cal.

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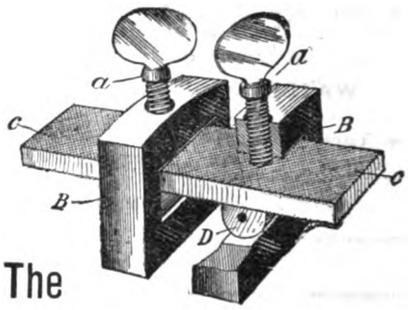


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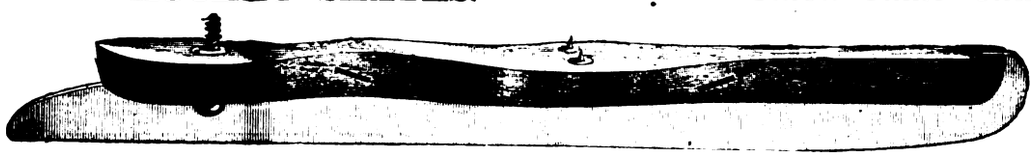




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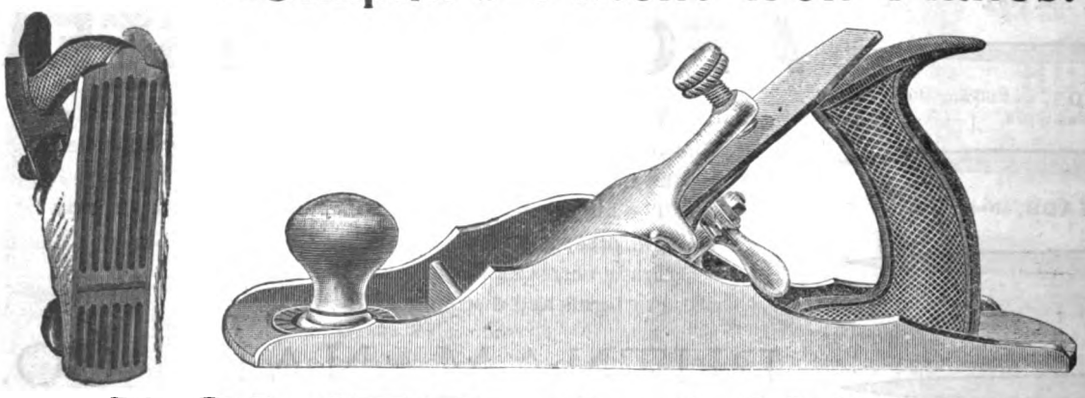
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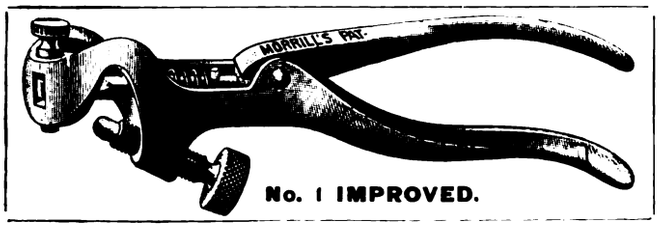
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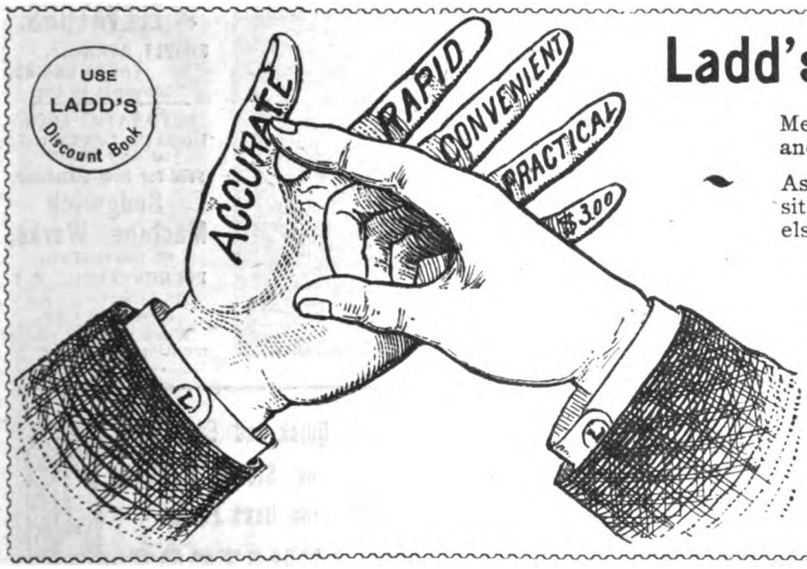
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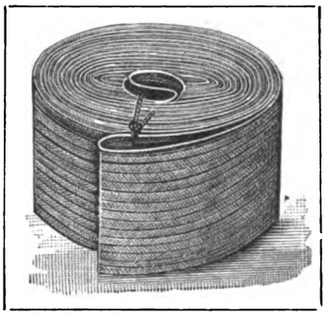
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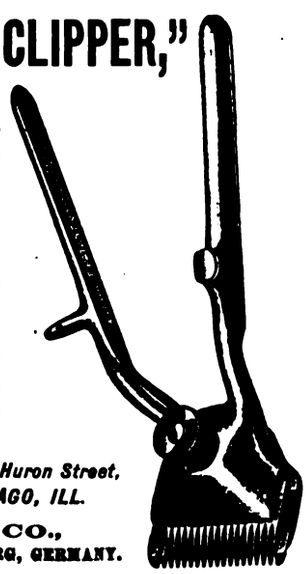
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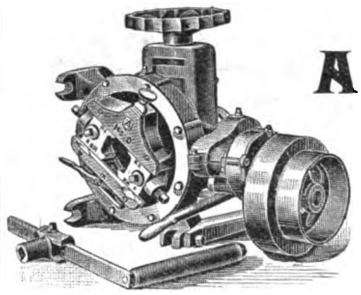
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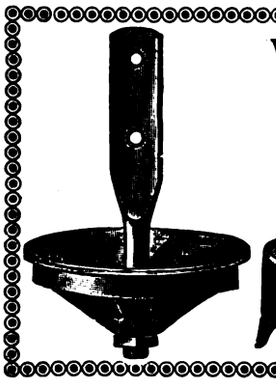
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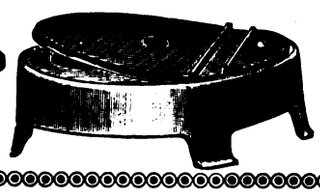
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J. G. SPEIDEL, Patentee and mfr., Reading, Pa.



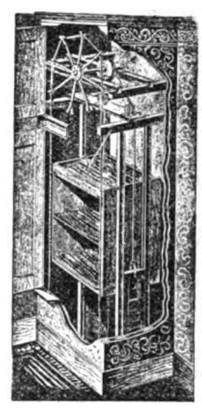
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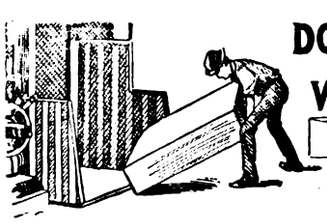


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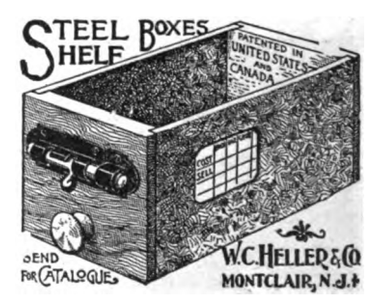
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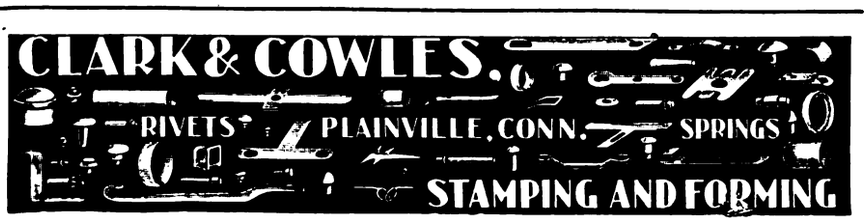
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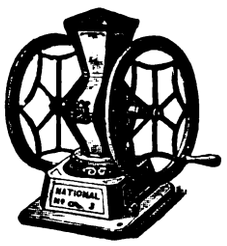

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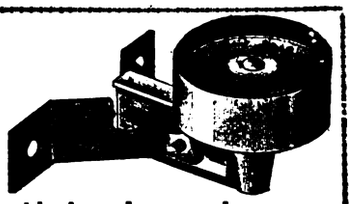

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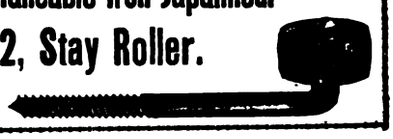
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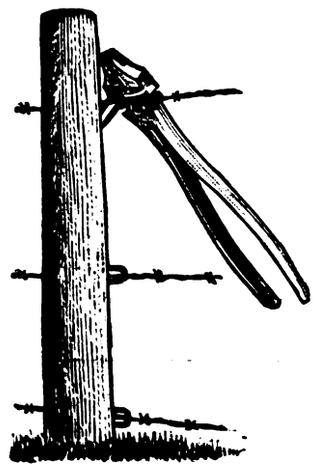
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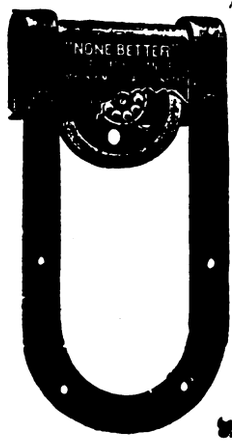
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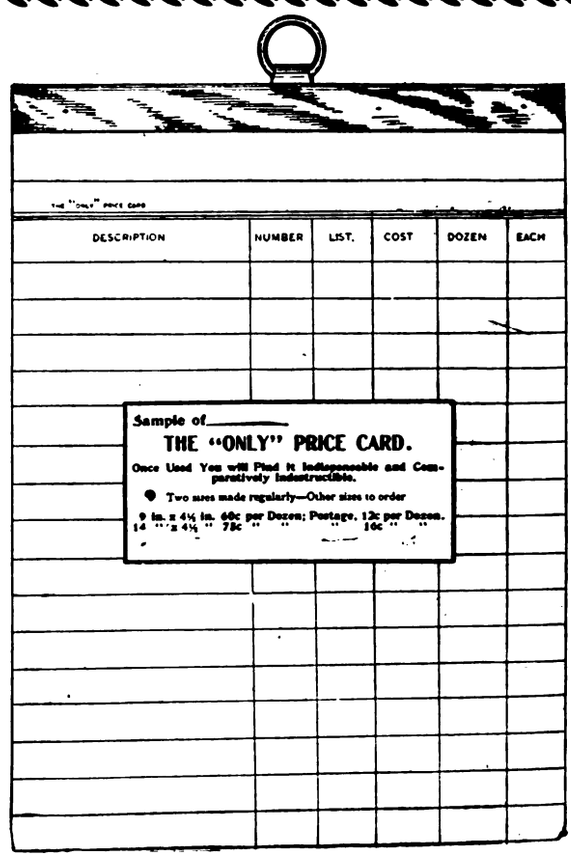
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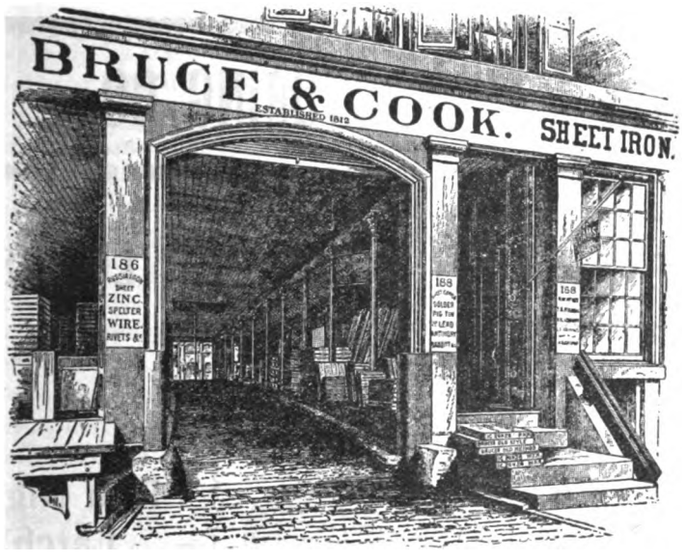
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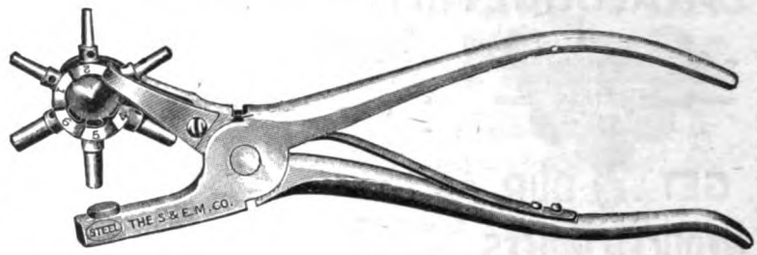
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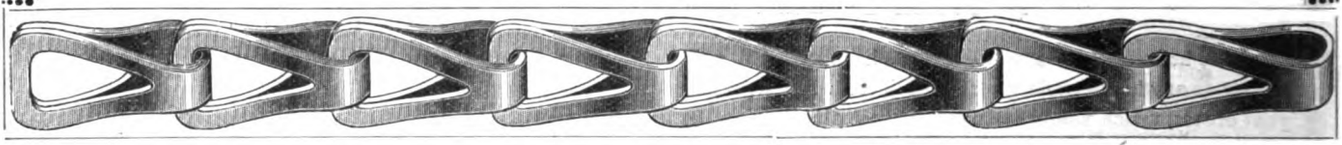
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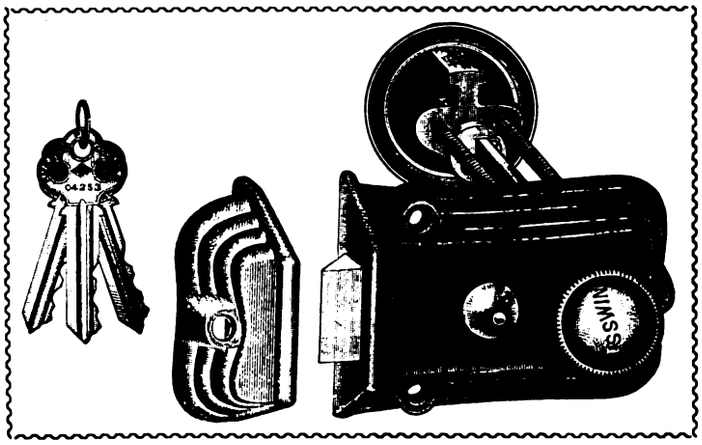


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HARDWARE

VOL. XVIII. DECEMBER 10, 1898 NO. 5.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

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Editorial Trade Review.

November has gladdened the hearts of the jobbers and retail dealers alike, the demand having been sustained through all the domestic markets, even up to date. The showing made by the record of sales so far this year will bring it to an end in a manner more promising of a profitable future than would have been deemed possible when the year made its inauspicious beginning.

For a change in the usual Fall programme, we had an early warning by the clerk of the weather, that the prospect for a good old-fashioned winter was an extremely promising one, starting in so early with deeper snows than for years we have seen arrive previous to Christmas, and this was the wintry feature in many States, resulting in the sale, while the ground was covered, of all the early stocks of sleds, snow shovels, ice-choppers and similar seasonable commodities. Householders everywhere were seekers after comfortable conditions; everything that conduced toward this end was gratefully sought for, and every branch of business seemed to be benefited, the Hardware trade getting its full share. That this encouraging state of affairs has continued through December so far goes without saying, and flags are flying over the total results of a year of traffic, which even though the "blast of war" did "blow in our ears," and "dread disease appalled the warrior's heart," still showed a silver lining under every floating cloud.

Failures continue to "grow small by degrees and beautifully less," and show that the prospects for keeping some sick concern alive are, at the present time, more sunny than stormy. Money continues abundant, with no immediate prospects of any financial restriction; even savings banks find it necessary to reduce their low rates of interest still further, through positive inability to obtain good bonds with years enough of life guaranteed by the coupons attached.

Collections are reported as being unusually good for this time of the year and this golden period will have the effect of making the annual trial balance assume an appearance that will make guess-work as to results less problematical.

There is less apprehension felt on the state of affairs that will dominate the coming season than was the case a year ago. A stronger background of confidence is abundantly evident, and unless abnormal changes, not perceptible at the present moment, shall check the trend of traffic, we may anticipate nothing that will prove a source of regret to the commercial greatness of our industrial advancement.

The Closing Year.

The year is closing with a record for commercial and industrial results far in advance of previous anticipations. Te meet foreign views, we have been constantly making prices that have been phenomenally low, and enabled us to obtain large specifications reasonably sure to follow sharp competition.

Our manufacturing facilities in almost every line have been largely augmented by the demands of each successive month, and this important fact has materially assisted the accomplishment of these results. A willingness to get in the swim of reviving prosperity's tidal wave, has forced upon us many possibilities through which we have sailed with flying colors. We are to-day leading the commerce of the world on too many lines of industrial strength, as far as price is concerned, and we intend to increase onr prestige and maintain our advanced position, won by majestic nerve, unfailing resources and financial conditions of an unusually favorable character.

Great Britain, with her long and disadvantageous strikes of a year ago, materially assisted in driving business this way, and now the resumption of good trade in so many other industries making so favorable a showing within her borders, will continue to make orders come our way, especially those conditioned on rapid production, superior finish and a guaranteed date of future delivery.

Never, in several decades, has a year so "breathed the word of promise to the ear," as 1899 is now engaged in doing. At the present moment the impetus will be found so great, the money conditions backing them up so vast and enormous, we will forget by the time the twentieth century opens, that we ever had a period of adversity lasting over five years, when we "knew not what a day might bring forth" only we were sure it wouldn't be of a prosperous complexion; when the industrial skies were black with doubt and distrust, and the financial situation handicapped by the necessity for the nation to sell its bonds in order to overcome a deficit in revenue few statesmen care to contemplate.

Our exports continue to show the most wonderful expansion with brilliant prospects ahead. New territorial possessions which up to date have been limited purchasers of our stupendous products, will, under American push and Yankee progressiveness, soon become so energized in a few short years after American capital has found a profitable foothold, that they will become

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a source of fabulous revenue; an absorption of our products with reciprocal advantages will follow, and through our national wealth in a short period of time, will receive an impetus unknown to the policy of the slower nations previously so friendly, but who now regard our progress with jealous amazement, while filled with increasing fear of our growth in competing vigor.

We should prove anything but firm believers in our own perfect system of government if we failed to possess the ambition to extend its beneficent influences, and make other nations or their wards, sharers in the good things which every nation on earth is beginning to believe springs from the rule of the American people. As long as we are able to produce enough of anything to supply the markets of the world through our commercial energies, prices will not be materially enhanced in the domestic markets; but when the contingency arises that we are able to control production so greatly beyond our own consumption, and the demand abroad creates a scarcity, we may look forward to a stiffening of prices that would then seem unavoidable. It is for purposes of this kind combines are created, the increasing number of which the trade views with apprehension. As is fitly expressed in our Cleveland trade letter given in this issue of *Hardware:* "The accumulating combinations call for a modifying influence against radical advances, which these jobbers' conventions (as at Milwaukee) tend to restrain. They do not fear combinations to reduce costs, but when used to rob consumers by extortionate prices, jobbers are unanimously opposed to them. Competition may become the death of trade, when co-operation becomes necessary to soften it. It is no permanent benefit to consumers to have goods sold below cost, as the reaction sure to follow will exact recompense."

Commercial Education.

The New York Chamber of Commerce has appointed a special committee, consisting of Hon. Seth Low, president of Columbia College; Gustav H. Schwab, W. Bayard Cutting, James G. Cannon and F. B. Thurber, to consider and report upon the subject of commercial education. No more important question can be considered by the business men of the United States, and the first requisite, it seems to us, is the study of modern languages in our schools and colleges. Since the confusion of tongues at the tower of babel this has been the great barrier to international trade. If half the time spent on the study of the dead languages was expended on the study of the live ones this barrier could be quickly overcome. Greek is all very well for the professional man, and Latin is useful as a base for understanding the languages of the Latin races, but what business men need is to know how to talk to a customer in his own language and explain the merits of the goods we have to sell. A further knowledge of commercial customs and usages is of course desirable, but ability to speak the language of the customer is a first requisite.

C. B. Judd, vice-president and general manager of the Bissell Carpet Sweeper Co., arrived on the steamship *St. Paul* on the 26th ult. Mr. Judd had been on a tour of inspection among the foreign offices of the Bissell Carpet Sweeper Co. and was well pleased with the results of the last year's business and the outlook for the future. Mr. Judd returns, too, greatly improved in health.

The Ohio Hardware Association.

A meeting of the executive committee of the Ohio Hardware Association was held at Columbus a few days since, to gather up the ends of business left unfinished for the past year, and to arrange for the coming annual session which is to be held at Toledo on February 22 and 23, 1899. There are, in addition to the officers, seven members of the executive committee, and it is of interest to know that, with the exception of W. A. Remy, who was unavoidably detained, all members were present. The officers and members of this year are as follows:

President, H. C. Wiseman, Springfield.

Vice-President, E. L. Harris, Columbus.

Secretary and Treasurer, John F. Baker, Dayton.

Executive Committee, W. A Remy, Mansfield; O. M. Scott, Marysville; L. F. Stahler, Waverly; Frank Harrison, Toledo; W. P. Scott, McConnellsville; George M. Gray, Coshocton; C. C. Fouts, Middletown.

The meeting was very enthusiastic, and excellent reports were made as to the condition of the Association in various parts of the State, with many promises of greater success for the future. The members were informed that Toledo had taken steps for excellent care of the Association during its two or three days' session in that city. Every Hardware dealer in Ohio will be notified of the coming meeting and invited to be present.

Not in the Combination.

It will be noticed that an addition of some importance has been made to the advertising card of R. Heinisch's Sons Co., Newark, N. J., in to-day's issue. This line is very emphatic and to the point, and is as follows:

"*Not Connected with any Shear Combination.*"

A reporter of *Hardware* in a visit to the works of the Heinisch Co., some days since, was informed by one of the officers of the company that their position is fully outlined by the above terse and emphatic sentence. Said he: "We have been annoyed by various rumors to the effect that we had become members of the new shear combination. There is no truth whatever in this statement. We have no connection with that combination, nor do we expect to make one. We intend to occupy, as heretofore, the independent position held by us for seventy-three years past, as the largest and oldest manufacturers of shears in America."

Cary Mfg. Co.'s Improvements.

Cary Mfg. Co., No. 19 and 21 Roosevelt St., N.Y., are manufacturing a line of specialties well known throughout the trade as Cary's Universal Box Straps, Flat Wire and Braided Box Straps, Pail Clasps, Corner Fasteners, etc. The business of the company has so greatly increased they have been compelled to add considerably to their manufacturing facilities in the shape of an additional engine and more machinery, the plant now occupying six entire floors in a double building, the area of each floor being 50x100 feet. They have made an important and pleasant change by moving their office facilities to the front portion of the first floor above the store, where they are enabled to use a fine suite of rooms possessing ample space for all purposes, and permitting the use of the entire floor formerly devoted to the office for the shipping department. This progressive company are largely increasing their output of the "Universal Box Strap" shown in their advertisement on page 54, for which they are finding a good outlet through leading Hardware jobbers who carry it in stock.

The W. Bingham Co., Cleveland, Ohio, have issued a neat and entertaining leaflet entitled, "Chafing Dishes and Chafing Dish Utensils." It is a compendium of the subject of which it treats.

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THE SALESMEN'S DEPARTMENT---III.

BENEFITS TO SALESMEN.

"Heretofore we were herded together like cattle for a few days once a year, then turned loose on our territories until the time for another round up."—A Western salesman.

"We started out the first of the year full of determination, but the shove given us, in my case at least, was not enough to send me through twelve months' work."—A salesman near the top of the list.

The above may not be the testimony of all jobbers' salesmen, but many will verify the statements.

It has been proven in other matters, what was everybody's business, no one attended to, and why should not this be true of the oversight of salesmen? The buyers can not do it justice; the sales department hasn't the time to devote to it; the credit man's usefulness in his own particular line would be impaired should he undertake it; while the president does not want to be annoyed by the details and seeming trivialities connected with it. As a result there has been no one in the house whom the salesman felt had a listening ear for his trials and difficulties.

If a salesman writes a letter of inquiry regarding some item not quite clear to him, he receives too often a reply which summed up says, "Any fool should know that," all because the mind of the writer is filled with other matters. He does not stop to think that information upon a number of such items, cheerfully and fully given to the salesman who is seeking after knowledge, means a gain of many dollars to the profit account for the year.

The greatest benefit the salesman derives from the salesmen's department is the information and encouragement given him, thus inciting him to greater and more intelligent efforts in increasing his sales and profits. Where this is lacking, the jobber cannot expect all the returns he should receive for the money expended in travelers' salaries and expenses.

No business can be a success unless there is carried into it an enthusiasm that surmounts difficulties and discouragements.

The best salesman is the one who wants to know all the advantages the goods he is selling have over others, and who knows how to use this information to the best interest of his employers.

With the proper material at its command this ideal salesman is readily developed by the salesmen's department.

The best salesman to-day is the one who acquired a knowledge of the business first at retail, then in a jobbing house. He can better advise his customers in the purchase of goods, because he knows intuitively just what is wanted and which of a series will be the sellers. This salesman also knows thoroughly his employer's stock and business methods. This is of great importance, but not of greater value than his retail experience if it be of the right character, and if obtained in the right place.

Manufacturers often overlook material among their own employes from which they can make better salesmen than they can procure elsewhere.

Referring to errors in billings, many jobbers and manufacturers have gladly admitted, when their attention was called to an extremely low price which had been shown to a competitor when proof was demanded that such a price had been made, that the price was a mistake and had been billed without being noticed. In a properly organized salesmen's department there are at least two checks upon such errors. The department is of benefit to the salesman along this line, as he knows the manager's attention will be called to every error he makes, and that he will hear from it. He also knows he will be complimented if he makes an exceptionally good profit on an order or on a certain line of goods in the order.

An opinion prevails among many jobbers who have not adopted the improved business methods that a salesman can be "coached" too much. Similar jobbers have a feeling that a salesman can receive too much information.

Methods can, of course, be carried to an extreme with detriment to any business, but many manufacturers, jobbers and retailers stand by and see their neighbors succeed and their business double and triple and wonder why it is.

St. Joseph, Mo. CHARLES W. EMERY.

Comments on the Articles—"The Salesmen's Department."

Editor Hardware: I have just read the first article upon the subject of the "Salesmen's Department" in your issue of Nov. 10th. I must say the article interests me, for it covers subjects and points that would naturally interest every business man—particularly the jobber and manufacturer.

From our point of view (speaking for the Iowa Farming Tool Co.), we regard the jobber as our natural agent or distributer. He can place our goods in the hands of the retailer cheaper than we can; we can afford to give him the extra discount for doing this work.

The traveling man representing the manufacturer is a necessity; it is a satisfaction to buyers to talk with him about the details of manufacture, of new patterns, of improvements, etc., and it is of value to the concern that the traveler represents to learn the particular and peculiar demands of each and every jobber's local market. It is through the traveling man that the manufacturer can become most easily posted, and thus economically and satisfactorily care for the trade. In the introduction of novelties or new goods, the manufacturer may sometimes feel that the jobber is not as enthusiastic as the maker, but in these days of elegant printing at low prices, the manufacturer can reach the retailer, and even the consumer, and thus create a demand, and still work in harmony with his customer, the jobber.

The development of the camera has revolutionized the art of engraving, and with it the art of printing. As a result, attractive, interesting and instructive literature, liberally furnished by the manufacturer to the retailer, advertises the merits of his goods and saves the traveling men time in explanation and bringing trade without much effort on his part.

The buyers of our leading Hardware houses, with a line in hand embracing thousands of articles, have all, and in very many instances more than they ought to do, to do the buying alone, without superintending the traveling men, and the creation of a Salesmen's Department is a wise and economical move. The manager of this department can keep in touch with both the buying department as well as salesmen on the road; he can post the salesmen as to advances and declines, answer little points about quality or merits of goods over those sold by others. He should also encourage the salesman when he needs it, bolster him up when he seems to require it, and praise

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him when he deserves it; he is not only the support of the traveling man, but the right hand man of the buyer.

In some branches of business, where the retailer's purchases are large, the results may justify his being called upon by the manufacturer's representative, but generally this is unnecessary, for the jobber's salesmen, as a class, are alert, bright, intelligent, persistent men, and where inclined to do their duty to the house they represent, they can accomplish all, and frequently more than the salesman of the manufacturer can accomplish. The jobbers' salesmen should be in full harmony with the house he represents, and should offer, push and sell such goods as the buyer puts into his hands to sell.

As a rule, the buyer reaches his important position only after years of experience, and while he may have points to learn daily, coming from the traveling men, or the manager of the salesmen, yet someone must be in authority, and it is fair to assume that he will purchase such lines as quality, price and demands of his market incline him to.

Too frequently, the jobber's salesman expects to sell every dealer on his territory; is jealous of salesmen of other houses handling a different line, whether that line be locks, saws, files, steel goods or what not. In some instances were the buyer guided by the wishes of the salesman, he would have several makes of one line. The result would be a mixed stock, and the jobber's trade would be at a decided disadvantage against the house buying but one line, pushing it, advertising it and putting its whole energy on it.

I believe there is one important move that could be made on the part of the jobber, and this is, to give his buyer and manager of the salesmen's department a vacation every year. It need not necessarily be spent at a summer resort; a visit to the leading factories from whom they are purchasing, would be productive of larger sales and more enthusiasm in the sale of the goods, and the benefits derived would be largely in excess of the expense. It is not rest a busy man needs, so much as a change of scene, and a release from his daily routine for a time.

Respectfully yours,

F. S. KRETSINGER,

Fort Madison, Ia., Nov. 1898. Pres. The Iowa Farming Tool Co.

"Salem" Roofing Nails.

The Salem Nail Co., No. 279 Pearl Street, New York, having recently moved to the commodious establishment indicated by the above address, have been enabled by the increased facilities afforded them, to largely extend their stock and assortment of nails, until now it is doubtful if it is exceeded in usefulness or surpassed in variety by any similar stock in the country. It will need but a glance at the list furnished in their advertisement on page 46 to realize how many different kinds made from so many different metals comprise a complete stock of nails at the present time. The company issue quotation cards covering the entire variety of nails turned out by them, which are adapted for every possible business requirement.

One entire section of their business is devoted to the nails and tools required for roofing purposes. In this line, where the importance of a first class article is a prerequisite, they seem prepared to meet every possible demand that may be made upon them. In order to insure the continued usefulness of any roofing in which nails are used, every tinner is well aware how important a part these little articles play, and how necessary it is for the manufacturer to be able to guarantee the quality as being superior. The tin roofer requires for his purposes both cut and wire nails, and either plain, tinned or galvanized, with the plain nail least in demand on account of its shorter life. They are made in lengths of ¾, ⅞ and 1 inch, and there is a constantly increasing use of the tinned variety, as it is a little stouter in shape, will drive with less trouble, and being more easily soldered over, will last as long as the roof.

Slaters' nails are similarly required to be of both styles, cut and wire, and in the three varieties of finish, the greatest demand being for galvanized. Some descriptions of slating require a special nail produced by this company having an extra large head, firmly formed, by an original method of making. For a nail with promise of a long life a greater demand is noticeable for copper nails, either of the cut or wire type, as the chance of corrosion or deterioration is too slight to affect it. Slater's nails and sheathing nails are also made from a yellow metal, being lower in price than copper and well adapted for all constructive requirements where gases and destructive vapors impair the life of the steel nail.

For large acid tanks and chemical works it is frequently necessary to use a lead nail, for properly and securely holding the slate. Nails of this description require holes bored for them, and the nails have to be of a length that admits of clinching on the other side. In the large stock of this company, to which a more extended reference could be made, everything in the line of slaters' tools can be found, such as slaters' hammers, knives, rippers, roof and bench stakes, and other important requirements of a mechanical character.

The Sportsmen's Exhibition.

The Sportsmen's Exhibition, to be held here early in the coming year, bids fair to surpass those of former years both in point of interest and in magnitude of exhibits. The impression given by this function has always been that its prime object has been to furnish an opportunity for the manufacturers of sporting goods to display their products. The manifest unfairness of this to the visiting public has been recognized by the present management, and radical steps have been taken to eliminate all such objectionable features in the future. In the first place the floor of the Madison Square Garden will contain no trade display of any kind. All the space will be devoted exclusively to the exhibits of the various hunting countries, and to special features of interest to the public. The exhibits of manufacturers and the trade generally are relegated to the tiers and galleries, where there is ample room to make a most effective showing, and where the visitor can view them at leisure without the discomfort of the crowds which congregate around the special features.

Another move in the proper direction is the exclusion of trade exhibits of an irrelevant nature. No space, we are informed, will be sold or allowed to the manufacturers of such lines as do not come directly under the head of sportsmen's goods, and already a number of would-be exhibitors, whose products come under this ban, have been gently but firmly refused. Visitors will thus be spared the spectacle of seeing soap, oatmeal or multi-colored dyes nefariously sneaking in to an alleged exhibition for lovers of sport.

One of the most interesting facts in connection with this year's exhibition is the active interest taken by the Provincial Governments of Quebec and New Brunswick. The former has already secured 1650 square feet of space on the immediate left of the Madison Avenue entrance, while there is a strong probability of New Brunswick taking the corresponding space on the right. Every effort is to be put forth by these governments to have their displays as interesting and attractive as the prolific woods of these provinces and a liberal appropriation can make them.

"Young man," said the minister to the heedless sinner, "have you ever thought on your future life?" "Yes, a great deal, and do you know I cannot make up my mind between Puerto Rico and the Philippines."—*Kansas City Star.*

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HARDWARE NOTES BY THE WAY.

Editor Hardware: Ours is a busy trade just now, and bids fair to be in the rush of activity all the winter. This is true of Ohio, Michigan, Indiana and Kentucky; territory covered by me during the past thirty days. Of course, the bulk of the demand is centered upon staples, but with the money flowing in so freely from the country districts, a healthy specialty trade must soon develop. There is a great deal of dating ahead business being booked, although it was thought the better times would do away in a measure with this feature. While this dating ahead method has always existed in some form, the hard times have thoroughly habilitated it. Merchants not in need of any goods, but anxious to oblige a favored traveler, frequently do this sort of thing. But dating ahead is not looking ahead, and many a traveler has come to rue the dating ahead practice. Look at it as you may, between jobber and retailer, it is an arrangement that is not generally advantageous. At the end it may crop out in the nature of an embargo, and while it is in force, imparts a certain artificial influence which may tempt to indiscretion. It's an unstable element, and at times may render insecure our whole commercial basis. Between manufacturer and jobber it is less consequential. In fact, certain conditions of the modern supply and demand have made it obligatory. Truth is, however, that the house which is doing the minimum of dating ahead business, or does not hold over orders for any lengthy period to facilitate their delivery, is doing the business which entails the least risk and most satisfaction.

Merchants are not "taking much stock" in the resurrection of the roller skating sport, as heralded from the East. They will be extremely wary of investing in the line, and probably carry sample or consignment stocks only for the time being. Travelers express the opinion that it will be a country, rather than a metropolitan sport. Nevertheless, since the new-fangled rubber-tired roller skate may appeal to the novelty-craving taste of the public, there is no telling to what extent the revived sport may be exploited.

No one looks forward to sensational doings in the cycle trade next season. Prices are now so debased, and trademarks are so numerous that dealers have lost interest in the line. While the low prices will stimulate enormous sales, the distribution of the demand will be so general that but few dealers who already have an established trade and possess the facilities to specialize and knack to introduce, will reap any material benefit.

The club system of selling bicycles has proved very advantageous to several dealers. The scheme was already referred to in one of my letters, but for the benefit of those who wish to try it, it is here repeated: The dealer will issue coupons, each specifying a full membership and certain rate of payment. Members of these clubs generally pay from fifty cents to one dollar per week until a certain total has been reached. The holder of these coupons is then entitled to a choice of wheels priced at that total. But some dealers allow wheels to be taken out immediately after the first coupon has been issued. This is simply the instalment plan, while the original scheme is only an economic way of placing the bicycle within the reach of those who cannot buy for spot cash, or are otherwise inconvenienced. During the winter months, a scheme of this sort will not interfere with the other duties of the Hardware dealer, providing he is not enabled to put a special man in charge of it.

A certain Western wholesaler employs new travelers on the commission basis only, for the first three years. After that time, he offers them a salary based on their average earnings. He holds to the conviction that no man is entitled to a salary that cannot earn enough in commissions to make him valuable to the house. If a man has proved his worth to this house, he has a life-time tenancy to any position which he may be called upon, or which he is able to fill.

There are people who prefer a steel snow shovel. They prefer it because it is durable, rather than practical. But the wooden shovel is the ideal snow shovel. If made of the right timber, it can't fail to please your trade. Basswood has proved its efficiency in this direction simply because it is light. A clumsy, heavy snow shovel will never be a success in the American market.

From an ad.: "We know your grocer sells stove polish. He may even handle the best, but he will not sell it to you if he can sell you something 'just as good.' The grocer always looks to the profit end. The complexion of his business, unless he sells for cash only, compels him to. We are not thusly situated. We sell the best in the market for the satisfaction of our customers and the pecuniary benefit of ourselves. That only is satisfaction which is mutual."

From another ad.: "Yesterday was a corker. Subsequent to our display of cork screws and cork pullers in our window, our store was flooded with people. Wonderful how many people need corks crews and cork pullers nowadays! We had an idea that the up-to-date American takes his stimulant at home, because we do it, and saw others do it, and now we are convinced that we haven't ever seen one half that do do it. Thus, to give the other half a chance, we have reserved this day for their reception. N.B.—We pull corks from 'original' packages to show how. And we don't re-cork the bottles, but serve the contents as a treat."

If you are in want of a live window feature, try a spectacular display with liquid cements. Set apart a special day or week for the benefit of the line, if you think it is profitable enough to specialize. Since the new rubber cements have come into the market, quite an interesting display can be arranged. I know of a dealer who has tried it, and who sold as a result, in one week, over 1000 packages of various kinds of liquid cements.

Cleveland, December, 1898. J. B. RINDFLEISCH.

Took the Medal.

The Cleveland Twist Drill Co. take pleasure in informing their friends that at the late Trans-Mississippi & International Exposition, held at Omaha, Neb., they were "awarded the Gold Medal, against all competition." This is another feather in the hat of Cleveland, as a Hardware manufacturing center.

The Builders' & Traders' Exchange, Columbus, Ohio, have added to their Exchange rooms and exhibition department, a library of trade catalogues of every description, for the use of the architects and their clients. The architects of Columbus are all members of the Exchange, and it was due to their suggestion that this new step was taken. The officers of the Exchange ask us to invite manufacturers and jobbers everywhere to send their catalogues for permanent exhibition in this department.

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Recent Trade Publications.

The Northern Refrigerator Co., Grand Rapids, Mich., have issued a handsome and attractive catalogue of their famous seven-walled Glacier cold dry air refrigerators. This contains some seventy-five pages, and is printed in colors upon very heavy paper, so that each illustration stands out like the real article itself. Bound with the catalogue are samples of their charcoal sheathing and woodfelt used in these refrigerators, so that the person who is inquiring as to the character of these articles, can see at a glance the methods of scientific insulation used. In a note of introduction, the manufacturers say: "We are pleased to call your attention to the elegant and greatly improved refrigerators which we manufacture. We have had long experience in this business and are owners of some of the most valuable patents in this line ever issued. As we have ample stock of dry hardwood lumber, the latest improved machinery, the best of dry kilns, and the most skilled workmen, we guarantee our goods to give perfect satisfaction, both as to price and quality. The capacity of our works is over two hundred complete refrigerators per day. We have five large warehouses in which we carry a stock of over twenty thousand refrigerators at the beginning of each season. We find there is a demand for refrigerators of artistic design, provided they are superlative in merit and of medium price. This demand we meet in our Glacier Refrigerators. Each size has a special design of great beauty. There is extraordinary merit in the seven walls for insulation, also in the Glacier air-tight locks, and the Barrett movable flues for cleaning. patented January 26th, 1892."

The Eclipse Refrigerator Works, Burlington, Vt., have prepared for the season of 1899 a handsome catalogue of their Eclipse Cleanable Refrigerator. This is finely printed upon heavy coated paper, and the various styles of refrigerators are shown in colors, making them stand out in a bold and attractive manner. Prices and dimensions are given with each article shown. In a note of introduction to the trade, the manufacturers say: "In presenting our trade catalogue for the season of 1899 it is with pleasure we are able to state that our new patent Eclipse Cleanable Refrigerator proved, in practical use, an unqualified success during the past season, and that the demand for all our popular sizes having exceeded our anticipations, it was with difficulty we were able to fill many of our orders. In view of this gratifying experience we are now manufacturing the goods in larger quantities, and, with the advantage of a full equipment of modern machinery, and other unsurpassed facilities, we feel confident of our ability to fill promptly any orders with which we may be favored hereafter. This line of cleanable refrigerators is particularly suited to the needs of the dealer whose aim is to build up a trade in a reliable specialty, our refrigerator being radically different from all other makes of removable ice chamber refrigerators, while our large variety of popular styles and sizes, in plain and ornamental finish, also makes it a desirable line to handle."

The Buhl Stamping Co., Detroit, Mich., not only know how to produce good goods, but also how to attractively present them to the trade. They have, no doubt, an artist somewhere concealed about their establishment. We are led to this belief by a perusal of their latest literary production, a monograph entitled "A Study in Milk Cans." It is surprising how much study can be given to a milk can—how much can be said about it. The thirty-odd pages occupied in describing the Buhl products are well employed. "This book," its makers say, "contains all that is necessary to enable salesmen to sell the best Milk Cans and Can Stock intelligently and profitably." Some special points to which they call attention are the following: "A novel method has been devised for packing six complete sets of stock in a compact crate, as shown below. Each crate can be divided in a moment into two crates of three sets each. A number on each crate designates the size and pattern of its contents. Nothing is left to the ignorance or imagination of order clerks." Many improvements over last year's goods will be noted. All cylinders are offset and rolled. Special attention is called to the new bottom hoop and the new Elgin pattern and the New Sunlight and Jersey cans, which they declare are "the best two low-priced cans ever offered."

The Clipper Lawn Mower Co., Norristown, Pa., whose illustrated card appears in to-day's issue, upon page 49, are sending their friends a leaflet entitled "The Clipper," which illustrates and describes this successful article. We are informed that the company were compelled to return cash to a number of their would be patrons last year, in May and June, as they were unable to fill their orders, a large number of which came by mail during those two months. In the leaflet to which reference is above made, there is a description of the special points in this improved lawn mower, from which we make the following extract: "The cutter bar is directly in front of the wheels. The wheels travel over the ground where the grass is cut, never rolling down the standing grass with the wheels. The small gauge wheels at the side are to gauge the height you wish to cut the grass. The knives can be sharpened in the machine with a small file or whetstone, or can be taken out and ground, but they must never be sharpened anywhere except on the beveled side of the knives."

Merchant & Co., Philadelphia, Pa., are sending their friends a small publication entitled "How Roofing Tin is Made." This is a treatise on tin-plates for roofing purposes, and, as the company inform us, is "published in the interest of consumers and for the protection of the reputable roofing plate manufacturers of the United States." As is well known, this concern has manufactured and sold this product for a great many years. Most of the information contained in this booklet is entirely unknown to consumers, and even to dealers generally, and in too many cases to architects who specify various brands of tin. It is well worthy of perusal by all who have to use tin roofing. The publishers say: "If property owners were aware of the inferior goods they are using, and the immense amount of money lost by using acid plates, a change for the better would soon take place." The publishers will be pleased to send a copy of this publication to any who may wish.

The Boston & Lockport Block Co., No. 142 Commercial Street, Boston, with New York office at No. 33 South Street, issued previous to Thanksgiving, a very unique leaflet upon which was securely fastened a small wooden case, containing a real basting needle, all threaded for sewing up the turkey. Several good hits are made in this little publication, accompanied by the hospitable wish that all of their customers would enjoy Thanksgiving Day as well as they expected to enjoy it themselves. They add the cheerful news that business is picking up, and mention incidentally that there is another point they wish to mention—"Blocks." They add: "Our complete 112-page illustrated catalogue tells the rest."

The Russell & Erwin Mfg. Co., New Britain, Conn, and New York, have issued a very attractive and artistic little publication, illustrating and describing their wrought steel and brass padlocks. This is made in the form of a hinge and padlock, and is printed in green and blue, with embossed gold upon the cover. A number of their wrought padlocks are exhibited with sizes and prices. Considerable skill has been shown in the preparation of this little monograph, and copies will be sent to those who may wish the same.

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Only Slightly Scorched.

When the members of the Hardware Club of New York took up their newspapers on the morning of Monday, December 5th, and glanced at the lurid headlines which occupied the most prominent position on the first page, they came to the conclusion that so far as the lunch hour was concerned, they would be homeless, and wandering orphans for some time to come.

Happily this dire realization was not realized.

The tremendous fire which occurred in the Rogers, Peet & Co. building on the corner of Broadway and Warren street, on the night of the preceding Sunday, and damaged the upper stories of the Home Life Insurance Co. building continued its way a little farther to the south, by leaping across an open air-shaft, and scorching the Hardware Club by way of the six windows which looked out toward the Home Life building. The report as given at first, was that the club was seriously damaged, but as a matter of fact, very little was injured besides the total demolition of the ladies' dressing room, damage by water to several carpets, and by fire to several pieces of furniture, and, in addition, the burning away of the woodwork around the six windows above mentioned, The total loss to the club amounted to about $1,250, which was fully covered by insurance, and the period for which the members were deprived of the use of the club, covered only Monday and Tuesday, as everything was in shape for the usual rush of business on the morning of Wednesday.

The first thing that President McCartee did on arriving at his office on Monday morning, was to make a hurried visit to the club rooms, after which he directed that a call should be issued for a special meeting of the board of governors at 1 P. M. that day. This meeting was held, all the members of the board being present, and the chief thing in order consisted of congratulations from one to the other, that things were in so much better shape than had been expected.

The secretary was instructed to immediately prepare a notice and send it to all members of the club, to the effect that it would open for business on Wednesday morning. These notices were delivered in the hands of the members on Tuesday morning, and on the day mentioned, the attendance was very large at the club rooms, and everybody seemed more at home than ever, because of the enforced absence of two days.

It was quite gratifying to the members of the club to learn that immediately on the announcement of the injury to the club rooms, cordial invitations were received from a number of neighboring organizations, tendering to the Hardware Club all the privileges accorded to their own members during such time as the rooms of the Hardware Club might be unfit for use. These invitations were from the following clubs: The Commercial Club, the Drug Trade Club, the Merchants' Club, the Fulton Club, the Underwriters' Club, the Arkwright Club, and the Wool Club.

At a meeting of the board, the secretary was instructed to cordially thank these organizations in the name of the Hardware Club for their generous courtesy in the matter.

A matter of some interested comment was the fact that hanging on the wall next to the Home Life building, within two feet of one of the burned windows, was an elegant life-size portrait of George Dewey, the hero of Manila. Notwithstanding the fact that the flames poured in through this window, and the whole sash and window frame were burned away, and the carpet and part of the furniture in the room ruined, there was not a flake of soot, nor a drop of water discovered upon the portrait. As one of the gentlemen expressed it, "If this had been a picture of Blanco, Weyler or even old Sagasta himself, it certainly would have been burned to cinders, but neither fire, nor water, nor anything else, could do damage to George Dewey or his fame!"

DEWEY REPORTED SAFE.

"In spite of all danger, the oil portrait of Admiral Dewey came out of the fire unscathed."—Daily Paper.

'Twas a noteworthy fact we are called to admire—
Though surrounded by flames that were fearfully nigh,
Admiral Dewey, as usual, stood serene under fire,
Altogether too hot for the "Home Life" near by.

A FIRE EXPERIENCE.

Several of the tenants of the Home Life Building were connected directly or indirectly with the Hardware trade, and there was some lively hurrying done on Monday morning, to discover the extent of the loss, and to provide new business homes.

One of these concerns was the New York office of the Central Expanded Metal Co., presided over by Merrill Watson, whose experiences were doubtless those of other tenants rendered homeless by the sudden conflagration of Sunday night.

A representative of *Hardware*, who met Mr. Watson at the Hardware Club, said to him: "How does a man feel after he's been burned out?"

"That depends," said Mr. Watson, "largely upon the man, and somewhat upon the conditions which surround the disaster. Speaking for myself, I can only liken the sensation to that which small boys who are sent to bed without their supper describe as—a peculiar sense of goneness. I opened my paper on Monday to see if there were any new developments in the Philippine Islands or Cuba, and the first thing I knew I found my hair standing on end, and my breakfast appetite gone, for the simple reason that my office, according to the report, was a total ruin. I remember striking a train and ferry boat on my way to the city, but don't recollect much else connected with the trip. One look at the Home Life Building was enough for me. The next thing I did was to plunge into the Postal Telegraph Building, engage an office, plank down a month's rent, and then go out on a wild chase after my office force, finding my manager breaking his neck with gazing at the tenth floor of the burned building, my stenographer over by the City Hall calculating how many weeks she would lose before pay commenced again, and the rest of the force scattered around promiscuously. We were soon fitted up with desks, and an insurance agent had a policy upon the same before noon."

"That is merely the business side—how about the personal internal emotions?"

"As I said before, the only phrase which will describe it is that peculiar sense of emptiness which cannot be described. It seemed as though my whole business life had been chopped off square, and that I was compelled to commence entirely new. If I wanted to consult the calendar, I would look over my right shoulder, as usual, but there would be no calendar there. If I wanted a postage stamp, I reached out after the usual drawer, but neither drawer nor stamp was there. If I wished to recall some incident of business, I reached around for my ledger, but the ledger wasn't there. The only thing that was familiar, and that reminded me of my pre-Adamite existence of last week, was the fact that I was still wearing the same clothes, and that I happened to have my personal check book in my pocket over Sunday. A day or two later, I visited the ruins, and found the steel blade of a paper cutter among the cinders. I have had that remounted, and it is the only relic I possess of the happy days that were."

Santiago de Cuba was founded by Velasquez in 1514, and fronts on a beautiful bay 6 miles long and 2 miles wide, on the southeastern coast, 100 miles west of Cape Maysi. Its population is 59,614. It is unhealthy, from neglect of sanitary measures.—*Exchange.*

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Barney & Berrys's New Ice Skates.

Barney & Berry, Springfield, Mass., New York office, No. 114 Chambers Street, have inaugurated the skating season by bringing out a series of the latest improved Ice Skates, which we herewith illustrate, and which will upon investigation show the novel inventive ability that has been applied to the products of this industry. The Lock Lever skate shown in Fig. 1 is finished in either the plain polished or fully-nickeled styles, and with either plain or diamond toes, as may be required. While this well-known skate is greatly enhanced in appearance by its perfect finish, it is possessed of two important features, new this season, which are in evidence in the illustration, Fig. 2. The improvements enable the wearer, no matter what the style or shape of his shoe is, to so adjust the skate in a proper position sideways upon the shoe that the blade will be on a line drawn between the center of the heel and large toe; this is accomplished by aid of the inside toe clamp, which, being constructed in two parts, is connected by a right and left-threaded screw, which is marked with letter B, and plainly shown in Fig. 2. In Fig. 1 will be noticed a small set screw marked with the letter A, by means of which, when the adjustment is made to fit any particular shoe, it can be depended upon to be held securely. A small screwdriver that can be carried on a key-ring, accompanies each pair of skates. This lock lever skate is made with engraved blades of a highly ornamental character, and may be supplied with the owner's name etched on both sides of each blade, which may also have, if desired, diamond toe points for fancy skating. Fig. 3 represents a safety edge hockey skate, made by this firm. The blade is so designed that there is no opportunity for hockey sticks being caught between the stanchions, often the cause of badly tripping the player; neither is it possible for the puck to go through, when an effort is made to stop it with the skate. Fig. 4 is a bottom view of this skate, and shows how it is constructed. The safety edge shown at letter A, protects the shoe whenever necessary to make a quick, short turn; at the same time it prevents the skate from slipping when the sole comes in contact with the ice. As the skate is attached permanently to the sole, sufficient material is left, so that it may be filed to conform to the shape of the sole, the dotted lines indicating the excess of the material. Extra pieces, as in letter B, are furnished with each pair of skates to protect from wear the other side of each shoe. In Fig. 5 is represented a tubular Racer, which for racing purposes, is made especially light, and is yet firm and rigid in construction. It will be noticed how clever is the construction of the brackets and the shape of the tube, which while offering very little resistance, possesses great strength and is free from any tendency to collect snow and ice in use. The safety edge plate shown in Fig. 4 is also a feature of this skate. Complete catalogue of their line of skates will be forwarded upon application, and attention is called to their advertisement on page 47.

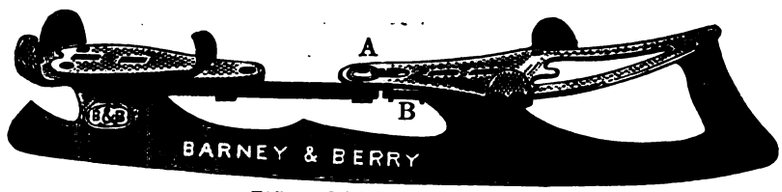


FIG. 1.—LOCK LEVER SKATE.

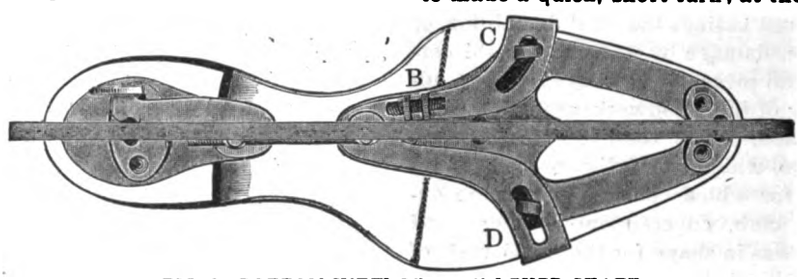


FIG. 2.—BOTTOM VIEW OF LOCK LEVER SKATE.



FIG. 3.—SAFETY EDGE HOCKEY SKATE.

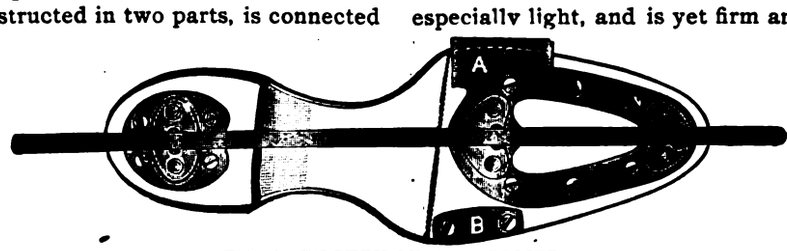


FIG. 4.—HOCKEY SKATE APPLIED.

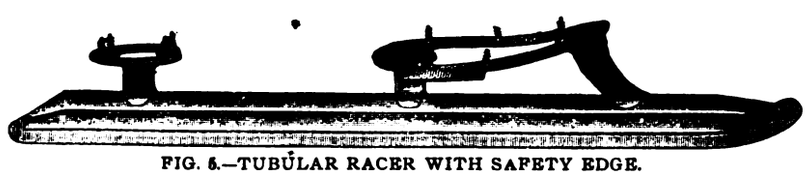


FIG. 5.—TUBULAR RACER WITH SAFETY EDGE.

HARDWARE'S "Prices Current" are reliable

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Hartford Nails in Cuban Wars.

The following is from a recent issue of the Hartford (Conn.) *Globe:* Aaron W. C. Williams, treasurer and general manager of the Capewell Horse Nail Co., will leave this week for an extended tour through the West. Mr. Williams goes seeking still further improved health, and at the same time will make a business visit to some of the branch offices of the Capewell Co., located in many parts of the United States. He will go first to Chicago or St. Louis. Then he will visit the Hot Springs, Arkansas, for a time, and incidentally travel to New Orleans for an inspection of the company's offices there.

During several months past Mr Williams has been seriously ill, but despite that fact, he has kept his hands on the reins of the enormous business interests which he directs in a remarkable way.

The past year has been by far the greatest, from a financial point of view, that the Capewell Co. has ever known. That refers to a business of no mean proportions either.

President E. C. Lewis, of Waterbury, in speaking of the growth of the company, says: "Even one with an extended knowledge of manufacturing experience can hardly realize the growth of the Capewell Co. To Mr. Williams' shrewd direction is it attributable." In a recent interview he said that the company was extremely fortunate in having a man of sagacious business character at the helm, and that it had made the product of the Capewell machine very popular.

Some ascribe the success of the Capewell Co. to Mr. Williams' keen judgment of human nature, and his selection of lieutenants, and fair dealing with every one with whom he is brought in contact.

His branch managers all admire him. In an interview concerning their leader, one of them said: "Mr. Williams has more than seventy traveling salesmen on the road and twelve branch managers sprinkled over the country between the two big oceans. All owe their business education to his tutelage and their positions to his character and sagacity. When times were the very dullest, instead of reducing his forces and cutting us down he increased in all directions. He just passed the word along to reach out, and we did reach out, out even as far as Alaska and Australia, and goods are going there to-day. Capewell nails sold for twenty-five cents each in the Klondike, though they merely held up in proportion to other commodities in that gilded locality. There were no dull times at the Capewell factory. No one was cut down and no one was put on short time when other concerns were wondering whether they were going to sink or swim. Tons and tons of horse nails went out daily as fast as fifty or more machines could each finish 110 a minute. When the war came on, the government wanted the horse nails that were made in Hartford, so they played their part in the Cuban campaign as well as elsewhere. Mr. Williams has helped his men with kindly consideration, and the principles involved have been such that they could also prosper individually. It is seldom a man is favored with such an employer in these times."

A *Globe* man who met Mr. Williams asked if he could tell just where the Capewell nail was used in the war. He answered that he could not with certainty, though the government gave them a large order for different sized nails and that they probably figured, as much as horse nails could, in any fight. "They usually do hold their own in a fight," he sententiously added.

When asked for an opinion on general business prospects, he replied that his business showed continual improvement, and that he hoped everyone was beginning to feel the renewed impetus that seems to be a sign of better times.

"About horse nails," answering a further inquiry, he modestly said: "Time was when the blacksmith had to make them by hand. But the waste of time was so great that a machine had to be made to do the work. It was Mr. Capewell's inventive genius that put together just such a machine. We make small nails for the light shoes of the trotter and all the way up to the size required to fasten the footing of the heaviest draft horses.

"Consumers have found we make the very best article that can be produced; that we have confidence in the quality and deal fairly with them. There is nothing phenomenal about our business. It has been hard work, painstaking management and honorable treatment that makes the Capewell nail so favorably known. That is why I have been able to place them on the market with gratifying results."

Mr. Williams' health is very much improved. He received much needed rest in the early summer by a sojourn at his shore cottage at Short Beach, and later by a cruise at sea in his yacht as far north as Bar Harbor.

New England Hardware Dealers' Association.

The December meeting of the New England Hardware Dealers' Association will be held at the United States Hotel, Boston, on Wednesday, December 14th, at 4:15 P.M. A meeting of the executive committee will be held, after which there will be a reception from 4:30 to 5:30 o'clock, and dinner will be served promptly at the hour last named. As this is Ladies' Night, the occasion promises to be one of exceptional interest. The entertainment committee have secured the services of the Ladies' Royal Orchestra and Miss Caroline Belle Howe, reader. Vocal selections will also be given by Mrs. G. W. Barber and Robert L. Van Buskirk. Edward A. Loomis, the president, will make the usual address of welcome; Hon. Henry A. Thomas, postmaster of Boston, will respond to the toast "Our Government;" Chaplain George A. Crawford, U. S. N., to the toast "Our Navy;" Major James A. Frye, to the toast "Our Army." The committees of the evening consist of the following named gentlemen:

Entertainment Committee: D. Fletcher Barber, Boston; Albert M. Wiley, Boston; Frank R. Washburn, Taunton.

Reception Committee: William H. Warren, Boston; Austin H. Decatur, Boston; Elisha J. Neale, Lowell; Edwin H. Mansfield, Boston; J. Carleton Nichols, South Boston; George W. Burditt, Cambridgeport: James A. Farless, Boston.

Notice of Removal.

F. E. Myers & Bro., Ashland, Ohio, have issued the following announcement as to the removal of their office at Milwaukes, Wis., to a more advantageous location. They say: "Our line of Myers Pumps and Hay Tools for 1899 will exceed anything we have ever offered. The largely increased line and rapidly growing demand have influenced us to lease jointly with the Bucher & Gibbs Plow Co., Canton, Ohio, new rooms at No. 75 West Water street, a few doors south of our present branch, where our office and representatives are both offered for the service and comfort of all our Wisconsin dealers. New posters, calendars, attractive printed matter, etc., will be furnished. Do not fail to examine our new goods, get prices and even samples before contracting elsewhere."

Bommer Gold Medal.

The Bommer Bros., Brooklyn, N. Y., made an exhibit of the famous Bommer Spring Hinges at the trans-Mississippi International Exposition at Omaha, Neb., and as a result were awarded a gold medal, which is one more evidence added to the many that have gone before, that they have a first-class article.

We have received from the Wilber H. Murray Mfg. Co., of Cincinnati, Ohio, a very comprehensive catalogue of their vehicles, harness and saddles. About everything required in these three lines is shown in this work.

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NEW GOODS AND SPECIALTIES.

A Handsome Christmas Present.

Millers Falls Co., No. 93 Reade Street, New York, are placing upon the market a set of superior carving tools, consisting of twelve carving and one matting tool, which combined forms a complete set that will be known as Carving Set No. 3, and prove an element of happiness in the shop or household during the holiday season. They were originally designed for use in the numerous manual training schools now claiming the attention everywhere of those interested in fitting the American youth for a higher mechanical walk in life than was formerly possible under educational influences. The blades are claimed to be made from the best grades of material obtainable for the purpose, carefully tempered and finished, and are sent out already sharpened for immediate use. The handles are made from the very attractive cocobola wood, and of the most approved shapes. They are put up in boxes holding



one set, in the manner shown in the illustration herewith, the case being 9¾ by 8¼ inches in size, and being very neatly finished, compare favorably with the tools enclosed. Each tool is provided with a clamp to hold it in its proper place in the case. In the selection of the styles of tools to form the set, the manufacturers have endeavored to select just such shapes and sizes best adapted for the work designed; and, so far, the set has met universal approval, and will be found a desirable addition to a tool stock at any season of the year, but more especially at this time. They are intended to be retailed at $5 a set, with satisfactory discount to the trade.

The Fox Shaving Cases.

The Fox Cutlery Co., No. 20 Ferry Place, Hoboken, N. J., are placing upon the market a very attractive and desirable line of novelties, under the name of the "Fox" Shaving Cases, one style of which is illustrated herewith. These shaving cases are made in eight different varieties ranging in price from $1.75 to $6 each. They are put up for the trade in a very neat, compact and attractive style, having substantial cases and superior fittings. The razors in particular, as is the case of all "Fox" Razors, are fully warranted. The cases, according to price, are sent out in leatherette, leather or Turkey morocco, all the styles being very tastefully lined and nicely finished. One of the most popular sets, with a list price of $2.50, consists of one "Fox" full hollow ground razor, with written guarantee, to the purchaser; one porpoise hide and linen combination swing strop, with padded handle; one astringent shaving

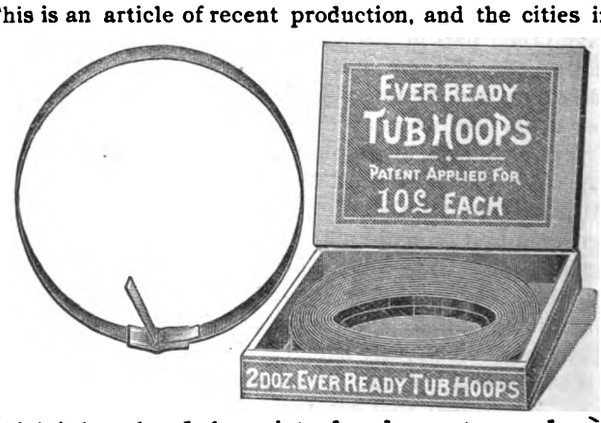


"FOX'S" SHAVING COMPANION No. 200.

pencil, to apply to any cut, stopping flow of blood at once; one cake of magnesia and one cake of fine mustache cosmetic. Another very popular set is shown herewith. No. 200, with a list price of $5, forms an exceedingly attractive novelty for holiday sales, being in a wood case strongly made and richly lined with plush. The warranted "Fox" Razor included in the set is full hollow ground, with black antique or onyx handle, with written guarantee; this set has in addition one decorated china shaving mug, one nickel body collapsion leather brush, with badger hair; one "Fox" shaving stick, a very fine shaving cream in enameled box; one "Fox" porpoise and linen combination swing strop, etc.; one box of "Fox" razorine, one astringent shaving pencil, and two cakes of magnesia and cosmetic. Attention is called to their advertisement on page 35. Catalogue of these goods and other specialties forwarded to the trade, with discount, upon request.

Ever-Ready Tub Hoops.

We are pleased to show in this connection a new article being placed on the market by Weaver, Palmer & Richmond, Rochester, N. Y., in the Ever-Ready Tub Hoops. This is an article of recent production, and the cities into



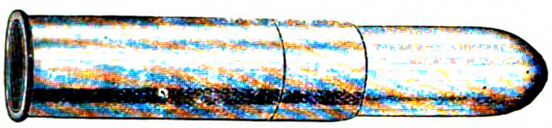
which it has already been introduced report a ready sale. The hoop itself and the method of packing is shown in the illustration accompanying this, and in regard to this article the manufacturers say: "The usual charge of ten cents which the retail dealer makes to his customer for the small quantity of hoop iron and rivets which he gets out to fill the call for 'Enough hoop iron to hoop a tub,' is often in-

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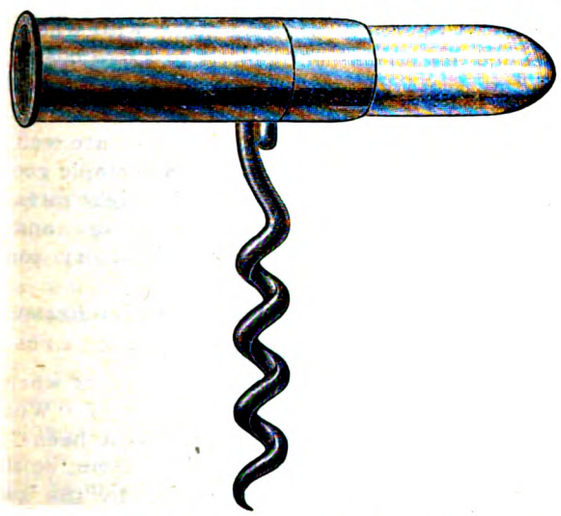
sufficient to pay him for the time he consumes in so doing. By making the above mentioned purchase of a piece of common hoop iron the user has an awkward and difficult job before him to make and put on the hoop. A case of Ever Ready Hoops and Clamps gives the retail dealer an article which supplies this want in compact, easily salable shape, and enables him to give his customers a hoop which anyone can easily and quickly apply to any size tub without the use of any special tools, making at the same time a better finished and stronger job than can be done by the old fashioned way of making hoops. The Ever-Ready Hoops are rolled flaring, so that they fit when applied without any hammering to draw them down to the flare of the tub. Retail Hardware and grocery dealers will find that at the popular price of ten cents for hoop and clamp complete they will meet with a ready sale if shown. Sizes for pails and barrels in preparation. Tub Hoops are packed in 2, 4 and 6 dozen cases."

"Dewey's Slug."

The Williamson Co., Newark, N. J., are putting on the market their newly patented Cartridge Cork Screw called



"Dewey's Slug," as shown by the accompanying illustrations. This pocket corkscrew makes one of the most useful and durable articles now on the market, as well as an appropriate souvenir of the times. The upper portion, or tip of the cartridge, is finished in nickel plate, while the lower



portion is a light, bright copper shade, while the worm is heavily nickeled, the whole making a decidedly catchy novelty and sells readily at twenty-five cents each.

Beck & Gregg's Nail Deal.

The firm of Beck & Gregg, Atlanta, Ga., has been awarded the contract by the government for 25,000 pounds of nails, to be delivered in Savannah, and from there distributed to various points in Cuba. The best bids for the large supply of nails were furnished by Southern houses, for the reason that they could put the Hardware at government wharves in sea coast towns at a lower figure than their competitors in the North. The supply of nails to be furnished by this firm is as follows: One thousand pounds four-penny wire nails, 4000 pounds ten-penny wire nails, 2000 pounds six-penny wire nails, 2000 pounds twenty-penny wire nails, 15,000 pounds eight-penny wire nails, and 1000 pounds forty-penny wire nails.

The hand that once rocked the cradle now grips the handle bar.—*Ex.*

The New Silver Combine.

The combination among the silver men, concerning which we gave detailed information some issues since, seems likely to become a permanent feature of the trade. The International Silver Co. has been organized under the laws of New Jersey, with a capital of $20,000,000, and the following named companies have already agreed to go into the combination:

Rogers & Hamilton Co., Waterbury, Conn.
The Norwich Cutlery Co., Norwich, Conn.
Standard Silver Plate Co., Toronto, Can.
The Holmes & Edwards Silver Co., Bridgeport, Conn.
Meriden Britannia Co., Meriden, Conn.
Rogers & Bro., Waterbury, Conn.
The Barbour Silver Co., Hartford, Conn.
The Wm. Rogers Mfg. Co., Hartford, Conn.
Manhattan Silver Plate Co., Lyons, N. Y.
The Watrous Mfg. Co., Wallingford, Conn.
The Rogers Cutlery Co., Hartford, Conn.
Meriden Silver Plate Co., Meriden, Conn.
Wilcox Silver Plate Co., Meriden, Conn.

The officers of the company are as follows:

President: Samuel Dodd, Meriden, Conn.
First Vice-president: George H. Wilcox, Meriden, Conn.
Second Vice-president: George C. Edwards, Bridgeport, Conn.
Third Vice-president: Charles A. Hamilton, Waterbury, Conn.
Secretary: John J. Treacy, New Jersey.
Treasurer: Samuel Thomas, New York.
Assistant Treasurer: George M. Curtis, Meriden, Conn.
Auditor: O. F. Thomas, Lyons, N. Y.
Counsel: Simpson, Thacher & Barnum, New York.
Executive Committee: Samuel Dodd, George H. Wilcox, George C. Edwards, Charles A. Hamilton and C. T. Barbour.

C. E. Jennings & Co.'s Tool Chests.

C. E. Jennings & Co., No. 79 Reade Street, New York, as usual at this season of the year, are placing on the market a fine assortment of tool chests, in every stage of importance, from one intended only for domestic use in a well-ordered household to the larger one having a greater variety of modern tools, and suitable for factory purposes, the advanced carpenter or the skilled machinist. Those in the trade contemplating showing up this line among other possible surprises for Christmas, would do well to call and inspect the assortment prepared by this old and experienced house. Catalogues forwarded the trade upon request.

The Berlin Iron Bridge Co., East Berlin, Conn., are erecting for the United Gas Improvement Co., Waterbury, Conn., the steel work for a generator room and an engine room. These roofs are to have steel trusses, supporting the roof covering. This covering is corrugated iron lined with the Berlin Iron Bridge Co.'s patent anti-condensation fire-proof lining. The engine room has a span of about 33 feet, and the span of the generator room is about 51 feet.

A man in Delaware County, when a little boy, accidentally sat down on a hot hearth, and in an instant the lettering "Patented May 19, 1836," was branded on the sitting portion of his body, says an exchange. A kind mother doctored him and succeeded in healing the burns, but the letters remain, and this man's wife now claims that she is the only woman on the earth who can prove that she married a patent right.

Trinidad de Cuba, on the slope of La Vijia (Lookout), 900 feet above the port Casildo and 4 miles west of Masio Bay—a deep-water harbor—has about 18,000 people, and is a very healthy place.—*Exchange.*

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Review of the Markets.

Hardware: Business generally drops off in a very noticeable manner about this time of the year, except on such staples as ice and extremely cold weather make prominent upon the want book. Purchases, however, are this year being kept up in a satisfactory way, the early snow having encouraged a quick sale of special lines, which most of the dealers had already in stock in anticipation of wintry conditions. Then again, the holiday trade is more active than usual, and stocks which are beautified with goods that can be classed under this head, are deriving the benefits following good judgment. Some choice orders for spring goods, quotations for which were favorable, terms satisfactory and prompt delivery approaching hazardous possibilities, have already gone forward, but the bulk of the stock orders will await as usual the result of the inventory taking, now the order of the day throughout the trade. The jobbers have a fear in connection with the formation of so many consolidations among manufacturers, that the lines customarily drawn between jobbers and retailers will not be maintained in so strict a manner as was formerly the case, especially on some of the special brands that are now made part of some general combination output. Such consolidation also makes adverse criticism regarding department stores of a less important character, as affecting general trade, the dividing lines being broken down to the detriment of the wholesaler. Still, these are only among the fears of the present, and may be absent from the facts of the future.

Wire Nails: But little change in quotations is noted in the wire nail market, conditions being about the same as have prevailed for some time; only a moderate demand by the dealers, and the manufacturers feeling they have done all that should be required of them in the concession made in the middle of the season. For immediate delivery the market may be stated: At $1.25 base for carload lots, f.o.b., Pittsburg; with the differentials previously agreed upon, for other points, of Cleveland, 2½ cents; Chicago, Cincinnati and Louisville, 7½ cents, and St. Louis, 12½ cents. New York prices, with a fair demand in progress, without large specifications, may be quoted as follows: Carload lots on dock, $1.40 to $1.45; smaller lots from store, $1.50 to $1.55.

Cut Nails: There is but little doing in cut nails, business being limited only to sorting up requirements. New York prices remain as follows: Carload lots on dock, $1.25; smaller lots from store, $1.35.

Horse Nails: The season has proved an unusually good one for this important staple, in common with many other goods in heavy Hardware on which prices have been maintained without material change under a demand that was gratifying to witness. Stocks are no longer felt to be large, as assortments have been much broken up.

Skates: The skate trade has been a generous one so far this season, although considerable stock was carried over from the comparatively short winter of '97–'98. With good cold weather, now possible previous to Christmas, a full and free continued demand is expected, with the manufacturers well prepared to attend to current wants.

Shot: In noting the advance in shot, dated Nov. 7th, in our previous issue we failed to give the changes in prices, which were as follows:

Drop Shot, up to B, 25-pound bag	$1.20
" " 5 " "	.30
Buck Shot, 25-pound bag	1.45
" 5 " "	.35
Chilled Shot, 25-pound bag	1 48
" 5 " "	.35
Dust Shot, 25-pound bag	2.00
" 5 " "	.50

Terms, net 30 days, or 2 per cent. discount for cash in ten days.

Cordage: Since our last report on the market for manila and sisal rope, the prices have declined 1¼ cents on manila and ¼-cent on sisal, while the demand is fairly limited, and the market not over and above strong. The following quotations are held firmly at present by the manufacturers:

Manila, 7-16 inch and larger	per pound,	8¾	cents
" ⅜ inch	"	8¾	"
" ¼ and 5-16 inch	"	9¼	"
Sisal, 7-16 inch and larger	"	7¾	"
" ⅜ inch	"	8¼	"
" ¼ and 5 16 inch	"	8¾	"
" Lath Yarn	"	7¼	"

With the customary advance on small lots. In addition to above, manila hay rope is quoted at 8¼ cents; manila tarred rope, 15 thread, at 8¼ cents. Jute rope, 5½ to 6 cents, according to quantity.

Binder twine: As manufacturers are already soliciting early orders for binder twine for the approaching season, the following prices for carload lots, f. o. b. factory, may be given as prevailing in the Eastern market:

White Sisal, 500 feet to the pound,	per pound,	8½	cents
Standard, 500 feet to the pound	"	8½	"
Manila, 600 feet to the pound	"	9	"
Pure Manila, 650 feet to the pound	"	9½	"

For less than carload lots, the usual advance is made.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, quote as follows: In lots of less than 5 barrels, 38 cents per gallon; in lots of 5 barrels or more, 37 cents per gallon. The 5 barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw; Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE OMAHA TRADE.

November business closed with a very satisfactory record, and December starts in with a snap that, if continued, promises to more than meet present expectations with reference to the volume of trade. Considerable difficulty has been experienced in securing stock with which to fill orders, and this applies particularly to stove boards, guns and ammunition and similar season goods on which the demand appears to be considerably in excess of the ability of the factories to supply. Prices, as a rule, are well maintained, though the price of nails, wire and staple goods has softened to some extent on account of freight rates. Collections are considerably above the average, and taken throughout, business is in a very satisfactory condition and leaves no ground for complaint.

RECTOR & WILHELMY CO.

THE COLUMBUS TRADE.

It is getting pretty close to the time of year when most business houses will change the question of "What will the harvest be?" to: "What has the harvest been?" It is a certainty that we have all ploughed, sown, cultivated, dug, hoed, and earned our bread; some by the sweat of their brow and others by the racking of their brains, and now we must find out to a certainty whether there is any surplus.

We do not think any one can complain as to the volume of business done in 1898, as it has been the largest for a number of years. There have been quite a number of failures during the last three or four months that will reduce dividends some, but taking the year through, we do not think the total amount of losses in Ohio will be as large as they were for a few years past. It is a certainty that each year will bring its failures, and it seems to be one of the unsolved problems as to how they can be avoided.

The writer has been on a few excursions in the country to see how the quail crop is, and in conversation with farmers, find that the wheat was never in better condition at this time of the year than it is now and a very large acreage was put out. If nothing happens to it before harvest time, it will make many a farmer's heart light and his pocket-book heavy. Prices are not very firm as a rule. Some low prices are being made on certain lines for shipment in December and January to reduce stocks and get ready money. Rope is on the down grade and binder

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twine will no doubt be much larger than last harvest. We have not heard of Dewey starting a binder twine factory, but it must be so as Dewey twine is on the market.

The writer saw and heard many interesting things while on his visit to the National Hardware Convention. For instance, Pabst Church. Now I trust your readers will not think that what I got in the church impressed me especially, as many can testify that I was not under the influence of Pabst's best, but it is the first time I ever saw a few hundred jolly Hardwaremen drinking beer in what was once a church.

I have found a satisfactory explanation for the great shortage of lumber in the Northwest. Without doubt it is on the account of the board sidewalks around Chicago. Chicago evidently expected to cover the whole State of Illinois and laid out streets and put down miles and miles of board sidewalks right out on the prairie. Now it is really a good thing for hunters and farmers. Part of the time the walks rest on the ground but a good deal of the time they are used as pontoon bridges.

You can always tell when you are getting in the vicinity of Chicago. When you are within 25 miles or so of the city, you will see large signs out "in a pond" that read something after this style: "Wind & Co, fine suburban addition. Choice building lots for sale, buy quick before they are all gone." (I think they were all there yet, because something was holding the water up.)

The boulevards and streets are named, and board sidewalks laid on each side of a streak through the prairie. There is only one way that choice lots can be made of some of that territory and that is to bore holes through to China and drain it. Chicago may do it. It is too flat to drain to the lake. China is the only route we can think of.

I should think Toledo would be jealous of Chicago for Toledo as a frog pond is not in it with Chicago.

SMITH BROS. HARDWARE CO.

THE BOSTON TRADE.

New England has put on its winter overcoat much earlier than usual, and the effect has been to stimulate trade in certain lines to an unexpected degree. The demand for sleds, snow shovels and ice choppers has been much beyond expectation, but as nearly all jobbers are accustomed to place these goods in stock early in the season, it found them well supplied and in a position to answer such demands as we have had during the past week. The stocks now are about exhausted, but factories are commencing to make second shipments and we expect the trade will be easily supplied for all future wants.

Business in other lines is satisfactory and the month just closed was an improvement over October.

There seem to be but few changes to note, and about the only way to advance the present ruling quotations is by combination or trust.

The tendency on the part of manufacturers to united action in order that their interests might be protected, is growing in favor, and this seems to be the only way to restrain evil effects of competition.

Prices are being well maintained, and collections are satisfactory. FRYE, PHIPPS & CO.

THE KANSAS CITY TRADE.

We are tired of saying that "trade" is "good;" "business is bully;" weary of saying that "collections are fair," "remittances are out of sight." See it? No diagram needed with this "joke." All our competitors, so far as we have met of late, report a satisfactory volume of business. The volume is large enough, but the margin of profit seems to be whittling off.

One of our city customers this morning, in adjusting his claims, asked for an allowance on skates. We had billed them regularly, but because—using his words—"some —— fools were selling that skate for 85 cents at retail, he was compelled to meet them."

The wholesaler is whipped into line oftentimes by the demands of the retailer, and the retailer is the "chump" that conduces to decreasing wholesale profits. This writer thinks it somewhat unfair to lay all the blame for lessening profits upon the traveling salesman. We believe that the day of large profits has long since passed, and the details of business must now concern themselves quite as much in selling as in buying.

Last year we found the screen door and similar lines of trade very unsatisfactory on the whole. This year we are buying the goods cheaper, and already our city salesman has found advance orders for future delivery based on a profit of not to exceed 5 per cent. clear profit—some not over 7 per cent. on the gross sale, and no expenses considered. Does such a statement need further comment to justify an immediate visitation of the fool killer to the other fellow's store? And of course we meet it—and there you are.

But who is it that makes the price for the other fellow to sell at?

If our salesmen don't meet the other man's price, who gets the order? And there you are. It's enough to make a man gray-headed to think very long along this line.

How can a profit be made on the sale of seasonable goods? Bear in mind that on the actual sale itself, considered by itself, and bearing its share of selling expenses many—nearly all—such sales are made at a loss. How can this craze to make "leaders" be eliminated, in other words? Why not have a discussion, all with the hope of devising better plans, but quite as improbable of results as it is certain the business is now profitless.

In our last previous letter we hinted that, with the editor's permission, we would tell you of the biggest thing of the kind in the United States.

It is nothing else than a $160,000 auditorium, popularly christened and known as "Convention Hall." It has the greatest seating capacity of any public hall in the United States. It is architecturally beautiful; in acoustics and unbroken vision not excelled by anything on earth. It is adapted to every sort of use from a convention hall to a circus indoors, horse show or the largest ball room under cover. It is the absolute creation of the people; marvelous in conception, development and completion It is so huge and stupendous a structure that not one man in five from "back East" will believe that it was built for the price named. The dimensions of this building, briefly named, are: Outside measure, 198 by 314 feet; arena floor, 60,000 square feet. Amphitheatre floor, 31,000 square feet; second gallery, 19,000 square feet; roof garden and gallery, 43,100 square feet; total floor space, 153,100 square feet; total standing capacity, 76,500 people, and seating capacity of 20,000. Not a post or pillar inside the hall. Think of it, filled with people at a great convention!

The editor of *Hardware* can entertain his correspondents in our new hall without danger of the walls bulging out. To detail all the interesting features connected with this vast enterprise would be utterly impossible. It would require half of an issue to do so. We will give the closing incidents only, and these will, in a measure, reflect others: About four weeks ago it was found that $10,000 was needed to complete the hall. Then "schemes" were hatched. The goose that laid the golden egg was Kirk B. Armour, of this city, the largest breeder of Hereford cattle in the United States, and of the great Armour Packing Co. He donated, first of all others, a pure-bred registered Hereford heifer, valued at $1000. Happy thought. This heifer was to be sold at auction and the proceeds donated. Soon a piano was donated; a new Remington typewriter, four building lots, a thoroughbred driving horse, and gifts ga-

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lore. The idea spread like wild fire, and instead of selling the gifts, further donations were sought. One hundred thousand tickets at 25 cents each for two concerts on January 2, 1899 were placed on sale, and a "chance" at the heifer, horse, etc., was thrown in as an inducement. In three weeks 72,000 tickets have been sold, and the Convention Hall is blessed with surplus funds to take in, if wanted, more ground.

It is characteristic of Kansas City people to pull together in such enterprises, and instead of a few donations ending the effort, hundreds and hundreds more have been made, ranging in value from twenty-five cents to $4000. The $4000 donation consists of a completely finished dwelling, to be erected on the four building lots donated. Where else would you find such enterprise? Lumber, lime, brick, sand, nails, Hardware, paint, wall paper, furnace, labor, fire insurance policy, architect's plans, everything from start to absolute completion donated by the various firms and laboring men of this imperial city.

This writer recently visited the headquarters building. Here he found a Hereford heifer, Shetland pony, a shorthorn heifer, a jackass, from Arkansas, and, we believe, a recent donation was a Jersey bull. Hagenback donates a cub lion; we have an American eagle, twenty-five cases bottled beer, mineral water, vinegar, sulky plow, a dress suit, from J. Waldere Kirk (you New Yorkers know him); bottled whiskey, of "The Spring of '82"; a sewing machine, three refrigerators, a Columbia chainless safety, a paper full of diaper pins, which makes twelve other chainless safeties; then there is a porcelain bath tub, shoes, socks, suits, overcoat, hats, gloves, $100 in gold, $100 government bond, flour, pickles, mustard, sheet music, lamps, tobacco, cigars by the wholesale, wrought iron range, beautiful buggy, cash register, bric-a-brac and brickbats, a galvanized steel water tank, etc. Hundreds of items are overlooked at this.

Permit us one more article. Most unique of all is a cork leg. As soon as this writer saw the cork leg he immediately bought four "lucky" tickets, and his heart is set on that "cork leg." While we have a healthy and able-bodied credit man, we believe that if we succeed in getting the cork leg it will not hurt so much to have one leg "pulled" anyway, and if this one leg works well we will get him its mate and bid defiance to the bankruptcy law.

If any of your brethren have a desire to share in this "grand enterprise," what a prospect before a good Democrat there is in that bath tub and whiskey, while some Republican might get the Arkansas jackass and set out for Manila at once.

Our friends of the "shovel combine" are invited to buy tickets. They might exchange such prizes as they doubtless would receive, for the galvanized steel water tank. In this, they could water their stock much more artistically, and with far less expense than hitherto they have been able to do so.

Some woman subscriber might get Kirk's dress suit, and some Prohibitionist a case of bottled beer. The possibilities of amusement are illimitable, and the success of our Convention Hall is the biggest thing in this country to-day. GILLE HARDWARE & IRON CO.

THE SAGINAW TRADE.

Owing to bad roads, trade in this section of the country is quiet. Up to date we have had no sleighing. It requires cold weather and sleighing in this part of the country to make things lively at this season of the year. We anticipate a good trade in the spring.

There has been a sugar beet factory located here in the valley, and they are now making beet sugar, and it is an assured success. There is also another company organized, who are going to put up a factory, ready for business next fall. Bituminous coal has been discovered here during the last three or four years, and there are several mines in operation, and we are getting good coal. There is some land being prospected now, and in the near future the coal industry will be quite a feature. MORLEY BROTHERS.

THE MINNEAPOLIS TRADE.

There is very little complaint to make about business. We think generally in all lines, dealers have had a very fair trade this fall, while the jobbers have been exceedingly busy, in many instances having done a larger business than ever before.

Collections are very good; prices, as a rule, well maintained. We find our customers pay a little more for some of their goods without question, expecting an advance. We are getting better profits. As we look back over the year, we are surprised at the amount of building that has been done here; very much more than was anticipated, and more than people, generally, are aware of.

There has been a marked increase in wages of mechanics, with considerable complaint about scarcity of good men, particularly carpenters. With the customers of these two cities—that is, the farmers and country merchants generally—in the most prosperous condition they have ever been in, we can see no reason why we should not have a very busy and prosperous year to come. There never was so much money in the Northwest; in fact, there is such a surplus that there is not sufficient demand for it here, and our bankers are buying paper in Chicago and New York, strange as it may seem.

There is something of an inquiry for real estate; we want to see a demand for it, but no boom.

We are having beautiful winter weather, a fair amount of snow, and clear, bright days, that people who have ever lived in Minnesota can understand and appreciate.

W. K. MORISON & CO.

THE CLEVELAND TRADE.

It would be very interesting reading if the controversy could be republished that took place over expansion when Florida, North-Western Territory and Alaska were added to the country. If our duty to the Philippines is not conclusive, our duty to ourselves may be considered part of the problem. Saving others may have a potent influence on our own condition. The more one goes out of the business of saving his own soul, his prospects for success improve. This rule is quite as imperative in national life as it is in individual. It may be that external interests and new duties are essential to our own development, and if they result in sacrifice, that, too, may be profitable.

The extension of our own system of government, we can believe withoat egotism, is desirable. While this would not authorize our enforcing it on others, it suggests the propriety and perhaps the duty of seeking its extension.

Our duty towards the Philippines must be settled by principle on these lines. Party capital may result, but partisan feeling at this stage is out of place. Statesmanship and not politics is required. The administration must avoid every appearance of national or personal interest, and act on lines that universal consciousness of right will approve, and this country can and will enforce its conclusions.

The future alone can determine the wisdom of the adjustment to be made, but for that we cannot wait. We must meet the responsibility. Statesmanship consists of power to act in such crises, and our history is full of noble examples to inspire courage of conviction.

A delightful sense of companionship prevailed at the Milwaukee convention. Co-operation in place of competition was the theme, and the soul-shrinking effect of one was alleviated for the time. The accumulating combinations call for a modifying influence against radical advances, which the jobbers' convention tends to restrain. They do not fear combinations to reduce costs, but when

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used to rob consumers by extortionate prices, jobbers are unanimously opposed to them.

Competition may become the death of trade, when co-operation becomes necessary to soften it. It is no permanent benefit to consumers to have goods sold below cost, as the reaction sure to follow will exact recompense.

As near a family relationship between merchants and their employees as is possible should be maintained. At stated times a meeting should be held, when all should be asked to make suggestions for the good of the business. Efforts should be made to have each clerk interested in other departments, and make suggestions for their improvement. The proprietor should show appreciation and give careful consideration to such suggestions, as many valuable hints will be given, perhaps revealing weak places and it will tend to harmonize the work and strengthen the efficiency of the force.

The proprietor will find it easier to introduce reforms and estimate the value of different members of his force than can be done in the hurry of business.

If the proprietor can invite his employees to his own home and lunch together, it will emphasize the benefit, and tend to a friendship that will be of great value.

Evidence of interest secures a loyalty that nothing else can, and loyalty to the proprietor makes life pleasant and is a promise of success.

These may be commonplace suggestions, but in the hurry and rush of business life common humane considerations are likely to be neglected and clerks be considered part of the machine.

Self respect and respect for the proprietors are of too much value as a means of success to be lightly regarded. Struggle as we may against them, machine methods will force themselves in, unless better ideals prevent them. Pleasure and profit alike in business depend largely upon good methods.

Notwithstanding the immense demand for steel, the supply is so large that no advance for products is anticipated. Wire and wire nails are weak in price, although the time is near at hand when there will be a heavy demand. The dissolution of the ropemakers' agreement has demoralized the price. Combination seems to be the only means of steadying prices.

If the president had the power to suspend the tariff on goods controlled by them when they advanced prices excessively, it would protect people against them. The usual legislation against them is harmful, because it does not protect the right of the individual. The right to enjoy the benefits gained through mental or physical energy must be protected. The right to enjoy these benefits is the foundation of all prosperity. The failure to protect and enforce this fundamental law has been the destruction of flourishing cities and nations, and has left desolation in their place. It has been the immediate cause of every national decline in history. It always results in destroying the incentive to action.

Special legislation "on the merits of the case" usually impair more rights than it protects, and injures those that it aims to benefit. Perfect liberty to the individual to act in any way that does not prevent others from enjoying the same liberty, must be maintained.

LOCKWOOD-TAYLOR HARDWARE CO,

THE DAVENPORT TRADE.

Hardware has given us a very complete and accurate account of what was accomplished at the National Hardware convention in Milwaukee. It was an interesting meeting; we feel that we were well repaid for the time spent there. We beg, however, to mention some things that were not done that would have interested us and perhaps other members of the Association.

They did not discuss territorial rights. We do not think there is, or should be, such a thing as territorial rights in the jobbing Hardware trade. Still, if when one jobber goes from his own legitimate territory beyond a line where it is possible to secure profit on his sales, he might, with a little discernment on his part, realize that he was approaching the bailiwick of a competitor. Knowing that he could not possibly make any money by crossing this line, if he would gently lay down his sample case and repeat to himself the Golden Rule, he would, in some cases at least, prevent his jobbing competitor from going back to the time when business was done on that other silver or brass rule, beginning with an eye for an eye and a tooth for a tooth, etc., etc. On the way to the Milwaukee convention an assistant of one of our State institutions here said to the writer: "We are buying our Hardware in two towns far distant from Davenport in Iowa." Now those parties know full well that they cannot make as much money selling goods here as we could if we sold the same goods at the same prices, for they must pay the freight, packing, carting, etc., etc. If we did not have a satisfactory business, and did not believe in doing as we would be done by, we might retaliate by invading those cities with prices and terms that would prevent their making any money in their own towns.

In making calculations how to reduce expense accounts, which were complained of as excessive, there was not one word said about one of the largest items of expense in the Hardware jobbing trade, that is, packing and carting, which probably amounts to more than the rents of stores and warehouses in use.

There were no suggestions made as to the best disposition of the few still living "back numbers" in the trade who growl for *revenue* by constantly making small, insignificant, but nevertheless annoying claims for overcharges,



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shortages, etc., etc. There seems to be no legal punishment to fit the case.

But we are taking more than our allowance of space this week. We do not draw a salary for writing what has not been done; you evidently prefer to know what has been done.

Nails are weak; rope lower; binder twine prices are fixed for the present and some contracts are being made. We look for advances in Potts irons, chisels and drawing knives, tin plate and manufactured tinware.

Sales for November were larger than the same month last year, notwithstanding the one week's absence of some of us who could probably have been best spared from business at the Milwaukee convention.

Banks have an overstock of money which they are anxious to loan at a very low rate of interest. Collections satisfactory.

SICKELS, PRESTON & NUTTING CO.

THE PITTSBURG TRADE.

From time to time statistics are appearing in the trade and daily papers of the amount of business done in 1898 compared with former years. We gather from these that this year will be a record-breaker in almost every commodity. In iron and steel production the increase is very large, and the best of it is that it is all wanted—England and Germany have plenty of demand to keep them out of our way, and while our home consumption is growing fast, our exports are growing at a greater percentage. So far the active demand has not advanced values greatly, but may be depended on to bring prices up to a fair manufacturers' profit should the present condition of affairs continue into the spring trade, and everything points to even a larger demand next year.

November was a good month for the jobbers of this locality. The early touch of winter started an active movement of seasonable goods, which is keeping all hands busy up to present writing. The prospect of good December trade is quite favorable.

LOGAN-GREGG HARDWARE CO.

THE GRAPHITE TRADE.

Not much to write about for your present issue in the way of variety, for the November story is but a sequel to that of October. The same characters appear, but a little more hard-worked; the same scenes enacted, but with more rush. It was not our fault that Thanksgiving Day was a business day, or that extra force is required to help in the manufacture and shipment of goods. It is because we are going through a season of national prosperity which has extended to the graphite productions. It is not necessary to select any particular line of our products in calcuating the percentage of increase—they are all hand in hand—every one up head.

What would *Hardware* do if its circulation jumped so rapidly that the presses could not run off enough copies to satisfy "Old Subscriber" and "Constant Reader," and "One-who-would-not-give-up-his-paper-for-thousand-dollars if-he-could-not-get-a-duplicate-copy" and no room for presses or working force?

How delightful to write them that their copies of November 10th would reach destination November 25th and so on!

"Blest hour! it was a luxury—to be."

Quoting from the motto on a conversational lozenge, "May you also be happy."

JOSEPH DIXON CRUCIBLE CO.



Exports to Africa.

The rapid expansion of our export trade is illustrated by some figures just prepared by the Treasury Bureau of Statistics showing the gains in our exports to Africa. The fact that the manufactures and products of the United States are finding an increased market in that part of the world is just now the subject of a great deal of attention in European countries which have hitherto supplied most of the articles imported into Africa. A recent issue of a prominent European trade publication calls attention to the fact that British exports to South Africa in the nine months ending with September 30, 1898, show a decrease of 725,209 pounds sterling or 12½ per cent. as compared with the corresponding nine months of the preceding year. The figures of the Treasury Bureau of Statistics show that meantime our exports to Africa have increased 13½ per cent.

The recent development of our trade in this direction has been very rapid. In the fiscal year 1894 the total exports to Africa were less than $5,000,000, while in 1898 they were over $17,000,000.

The following table shows our exports to and imports from Africa in the ten months of each calendar year since 1894:

Ten months ending Oct. 31.	Exports to.	Imports from.
1894	4,380,425	3,852,701
1895	6,901,569	5,032,625
1896	12,833,259	8,507,488
1897	13,173,250	8,447,134
1898	14,986,476	7,267,317

The Northern Refrigerator Co., Grand Rapids, Mich., are sending their friends an attractive little Christmas present in the form of a pen-wiper, upon which are represented two of Michigan's best products—the Glacier Refrigerator and a sweet little daughter of Michigan, who is illustrating its methods of use. It is a useful and ornamental addition to any desk.

Cienfuegos de Cuba is on a peninsula in the Bay of Jaqua, 6 miles from the sea. The depth of anchorage in the harbor is 27 feet; at the wharves, 14 to 16 feet. Population, 24,030. Ordinary death rate, 42.82 per 1000.—*Exchange.*

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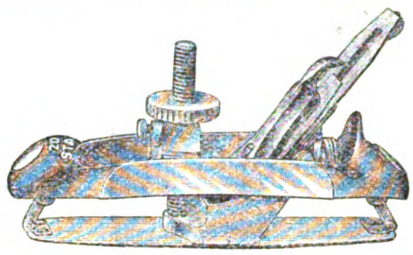
The BEST FOR BICYCLES, GUNS, TYPE-WRITERS ETC.
OILER IN THE WORLD



Regulates a drop to a drop.
DOES NOT LEAK
We make cheaper oilers also, unequalled for PRICE and QUALITY.
Cushman & Denison, 172 9th Ave., N. Y.

IMPROVED Labor-Saving CARPENTERS' TOOLS.
STANLEY
RULE & LEVEL CO.
New Britain, Conn.
SOLD BY ALL Hardware Dealers.

Stanley's Improved Victor Circular Plane.



The Flexible Steel Face of this Plane can be made concave, or convex, by turning the screw which is attached to its centre.
No. 20. Circular Plane, Nickel Plated 1¾ in. Cutter, $6.00

A Cheerful Voice from the Corner.

The Man in the Corner of the W. Bingham Co., Cleveland, Ohio, extends to the new year a very cordial greeting. He says: "Now we are drawing to the close of another year, and are all making a little extra effort to get everything in shape to present as brave a front as possible when old Father Time, the great original usurer, makes his annual visit to demand an accounting for the twelve months last entrusted to us and to make a new loan upon terms that will vary with the showing made. The old Shylock must have his pound of flesh, and not a stiver will he abate from the reckoning; but if he does burden the new deal with the deficit and losses of the old, he is as ready to credit the gains and to make the new twelve months the richer for the past profit.

"If the experience of the W. Bingham Co.'s man of accounts is to be relied upon as a criterion, the Hardware merchants of the country this side of the Rockies can meet the old gentleman with the snickersnee, with the glad assurance of the debtor who liquidates in full, and can start upon a new lease of time with an unmortgaged future. He —the man of accounts—tells me that there is a better tone to business than for a few years past, and that collections have been easier, particularly in the past few months; that according to his best judgment the trade in general is in a prosperous condition, and will be in good form financially for the demands of 1899. The volume of trade has been enormous, and if the growth of what is termed the 'American idea' of quick sales and small profits has reduced the increment on many of the sales, the nickels have dropped into the till enough faster than the dimes formerly did to go far toward making the tale good."

To Put in His Stocking.

Mrs. McK. is in New York to-day
To find "Mac" a present amidst its scenes;
As we are well posted on what he wants,
She'll probably buy him "the Philippines."

We have received a copy of a very interesting address delivered before the Portland Credit Men's Association by W. H. Preston, treasurer of the Knapp & Spencer Co., Sioux City, Iowa. The speech shows very careful preparation, a thorough knowledge of the subject, and no small amount of careful thought. Mr. Preston has certainly demonstrated the fact that there is a great deal in the credit question, and that no one is better fitted to elucidate the points connected therewith than himself.

Susie—Papa, what makes a man always give a woman a diamond engagement ring?

Her Father—The woman.—*The Jewelers' Weekly.*

Situations Wanted.

WANTED—Position as buyer or manager in wholesale or retail Hardware house. Twenty-six years' experience in the Hardware business. Best of references. Address "COMPETENT," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered

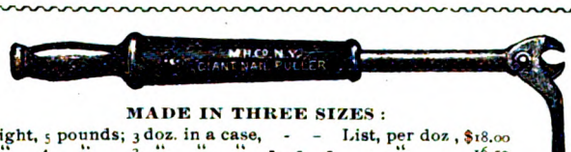
WANTED—Salesmen, now on the road, to sell our line of specialties on commission. Sell to Hardware, harness, department and sporting goods trade. State territory, present line and references. IRA F. WHITE & SON, No. 76 Park Place, New York

Notice to Manufacturers.

THE undersigned wishes to correspond with good parties who can do machine work on light malleable castings in quantities. Address JOHN NICHOLSON, Hardware dealer, Belmont, N. Y.

THE GENUINE "GIANT" NAIL PULLER AND BOX OPENER

All GENUINE Guaranteed Pullers have the word GIANT on the Handle.



MADE IN THREE SIZES:

No. 1—Weight, 5 pounds;	3 doz. in a case,	- - -	List, per doz.,	$18.00
No. 1½ " 4 "	3 " " " - - - -	"	16 50
No. 2 " 3 "	1 " " " - - -	"	15.00

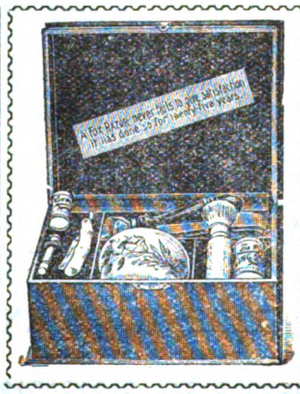
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EQUALED BY NONE.

MALTBY HENLEY CO., 20 Warren Street, New York, U. S. A.

WILLIAM H. LITTELL,
HARDWARE MANUFACTURERS' AGENT,
127 Duane St., NEW YORK.

Since 1859 connected with Durrie & Rusher, and their successors, Horace Durrie, H. Durrie & Co., Durrie & McCarty, and J. C. McCarty & Co; and for years, and until May 1, 1898, a member of the last named firm.

Correspondence with Manufacturers invited with a view to representing them to the Export and Domestic Trade. . .



THE "FOX" SHAVING CASES

Made in eight Styles, to Retail from $1.75 to $5.00 each. . .

These are substantial Cases, with the best of fittings. Send for descriptive circular of our full line. *Get a few now and you will re-order for your Christmas trade.*

FOX CUTLERY CO.,
Ferry and Hudson Place, HOBOKEN, N. J.

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THE CHISHOLM & MOORE MFG. CO.,

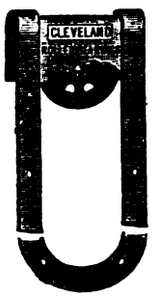
(Formerly MOORE MFG. CO., of Milwaukee, Wis.)

MANUFACTURERS OF

STEEL DOOR HANGERS
and STEEL DOOR RAILS.
CHAIN HOISTS, CRANES, TROLLEYS,
ELECTRIC HOISTS, ETC.

Send for Catalogue.

Lake and Kirtland Sts., CLEVELAND, OHIO.



George W. Church.

George W. Church, who is well and favorably known in the Hardware trade, has returned from his services in the field, and is prepared now to make new business connections. In April last, when the call came for volunteers, Mr. Church, who had been for seventeen years quartermaster of the First Regiment of the National Guard of New Jersey, volunteered his service, and did good and faithful work in that important position, in connection with his regiment. His absence necessitated the closing up of the business which has been carried on under the name of Church & Sleight, and of the George W. Church Co., at No. 109 Fulton Street, for so many years. The store he occupied was vacated because of this closing up of the business, and it is his expectation to re-open the same, making good business connections with old and new customers. The location is certainly one of great convenience for the Hardware and machinery trade, being handy to all the ferries and the elevated railroads.

Mr. Church is a veteran in the Hardware line. In April, 1865, he started in the business with his uncle, Peter A. Frasse, and put in eleven years of solid work at No. 95 Fulton Street. When the business with which he was then connected dissolved, and James M. Montgomery started for himself at No. 105 Fulton Street in May, 1876, Mr. Church continued with the new firm for five years, until the death of Mr. Montgomery in May, 1881, when Mr. Church became the only active partner in the firm of Montgomery & Co. at the same address. He remained here for ten years, or until May, 1891, when, on the dissolution of the firm, he started in at No. 109 Fulton Street, in partnership with James E. Sleight, the traveling man of the concern. This partnership expired by limitation in January, 1896, and Mr. Church continued by himself until the first of the present year, when the corporation of the Geo. W. Church Co. was formed. This makes thirty-three years up to last April which Mr. Church has spent in business on Fulton Street. This long experience, and the acquaintance he has made in the trade, certainly merits the approval and confidence of that trade. He is now, as before said, making arrangements for the renewal of the old relations, and those who wish a first-class connection in New York City will do well to correspond with him.

There are few Hardware stocks in this or any other city from which so large an order can be filled as in many of the establishments known under the head of "Auction Goods" or "Job Lot" houses. One of the largest of these is that of Charles Broadway Rouss, of this city, which in 1897 did a business of nearly half a million dollars in the Hardware business alone, his line of goods in that section of his business embracing some articles not legitimately regarded as Hardware by the general trade. Among orders recently received was one from Japan, in which a single line ordered "twelve thousand clocks" of one kind, size and style.

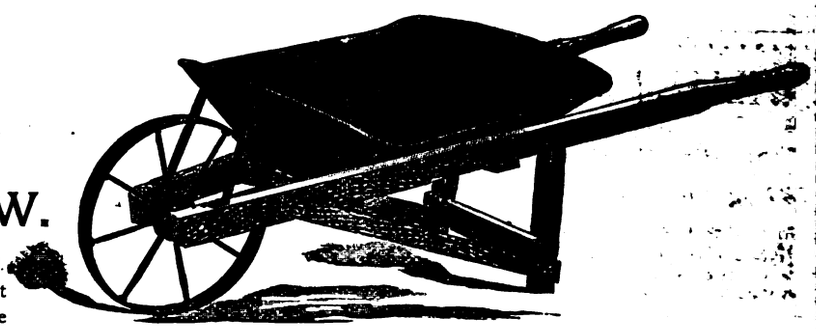
The Utica Belt Line Railroad Co., Utica, N. Y., are erecting on the line of their road a new riveted lattice bridge, having a span of about seventy-five feet. The bridge is known as the Half-way Bridge. It is a modern structure in every way for the class of work which it is called upon to do. It is to be all steel except the cross tier on which the rails rest. The Berlin Iron Bridge Co., East Berlin, Conn., have the contract for furnishing and erecting the steel work.

"You can't allus tell whaw ter put de credit by lookin' at de surface," said Uncle Eben. "De cork on de fishin' line dances aroun' an' 'tracts a heap o' 'tention. But it's de hook dat's doin' de business.—*Washington Star.*

The hog may be a squealer, but he never gives anything away.—*Exchange.*

PAN-AMERICAN R. R. BARROW.

With Round Steel Spoke Wheel. The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.



Write THE KILBOURNE & JACOBS MFG. CO.
COLUMBUS, O., U. S. A.

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BOOKS YOU NEED IN YOUR BUSINESS.

Universal Dictionary of Weights and Measures,
Ancient and Modern, reduced to standards of the U. S. By J. H. Alexander—New Edition—Enlarged—Cloth Binding, - - - - - - $3.50

Link and Valve Motions Simplified,
Illustrated with 20 wood-cuts and 20 lithographic plates, together with a travel scale, and numerous useful tables. By W. S. Auchincloss—13th Edition—Revised—Cloth Bound, - - - - - $2.00

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A Collection of Receipts and Practical Suggestions relating to Aquaria, Bronzing, Cements, Drawing, Dyes, Electricity, Gilding, Glass Working, etc., etc. By W. E. A. Axon—Wood Cuts and Diagrams—Cloth, $1.50

Hydraulic Motors, Turbines and Pressure Engines For the use of Engineers, Manufacturers and Students. By G. R. Bodmer—204 Illustrations—Cloth, $5.00

Machinists' and Steam Engineers' Practical Calculator. Useful Rules and Problems arithmetically solved, and general information applicable to Shop Tools, Mill Gearing, Pulleys and Shafts, Steam Boilers and Engines, Tables and Instructions for Screw Cutting, etc. By D. B. Dixon—Morocco - $2.00

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Applied to the building of Steel and Iron Bridges—By Olaus Henirci—Illustrated, - - - - $1.50

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A Practical Treatise upon Pattern, Shop and Laundry Work; Embracing Moulding of Pulleys, Spur Gears, Worm Gears, Balance Wheels, etc. etc. Latest improvements in American Cupolas. Large collection of carefully selected Rules and Tables for every day use in Office, Pattern Shop and Laundry. By Joseph P. Mullin, M. E.—Illustrated—Cloth, - - $2.50

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A Popular Dictionary of words and terms used in the practice of electric engineering—350 Illustrations. By T. O'Connor Sloane—Cloth Bound, - - $2.50

Electrical Transmission of Energy,
A Manual for the Design of Electrical Circuits. By H. V. Abbott—Cloth Binding - - - $4.50

Electric Lamps and Electric Lighting,
Being a Course of Four Lectures delivered at the Royal Institution. By Prof. J. A. Fleming—Fully Illustrated—Cloth Bound, - - - - $3.00

WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to **HARDWARE PUBLISHING COMPANY, - - 143 Chambers Street, New York City.**

The Iver Johnson

THE : HONEST : CYCLE.

A good feature of the *IVER JOHNSON* is that all connections are made from . . .

DROP FORGINGS.

This means fewer brazed joints and greater strength. . . . . .

GOOD AGENTS WANTED.

Write for terms and discounts.

Branches:
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WORCESTER, 364 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.



"I AM DELIGHTED WITH IT."

PREPARE for your holiday trade by fully stocking with the famous

BISSELL CARPET SWEEPERS.

Our leading brands are being especially prepared in extra high finishes for holiday trade. Place your orders at once to insure prompt delivery. See special circular announcements furnished on application.

Bissell Carpet Sweeper Company,
Grand Rapids. New York London. Paris. Rotterdam.

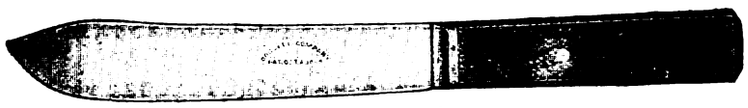
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BUTCHER KNIVES.

You can't make good Butcher Knives any more than good bread without the right material to work with, and even if you have the proper material you can't make good Knives if you don't know how to manipulate that material. . . . . .

The Steel that goes into Goodell Butcher Knives is made for Goodell Butcher Knives and is found in no others. It is the same we have used for years. . . . . .

A Quarter Century experience has taught us how to manipulate that steel to produce the best results.



No. 46.

5, 5½, 6, 6½, 7, 8, 9, 10, 11, 12, 13 and 14 inches.

Goodell Knives have a reputation and are Warranted.

....CATALOGUE FREE....

NEW YORK OFFICE, 10 WARREN STREET.

GOODELL COMPANY, - ANTRIM, N. H.

CELEBRATED "HEINISCH" SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name HEINISCH or H. C. HEINISCH on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

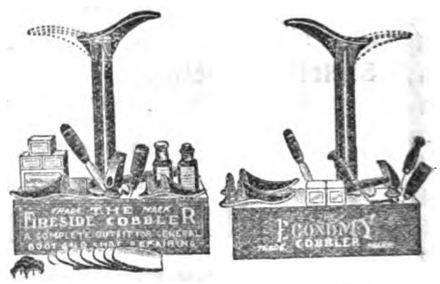
Very Respectfully,

R. HEINISCH'S SONS, CO.

NEW YORK OFFICE: 90 Chambers St. NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.

Every Family Wants One.

Write for Prices.

The ROOT BROS. CO., Plymouth, O.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

Manufactured from highest grades of materials under the favorite and well-known brands of

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Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohoes, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.



G. W. BRADLEY'S SONS,

BUSH HOOKS.

Axe Eye.

Axe Eye Strapped.

2 Ring.

1 Ring with cutter.

New Orleans.



New Orleans Pattern.

ORDERS FILLED PROMPTLY.

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"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

"IN YOUR COLUMNS FROM THE FIRST."

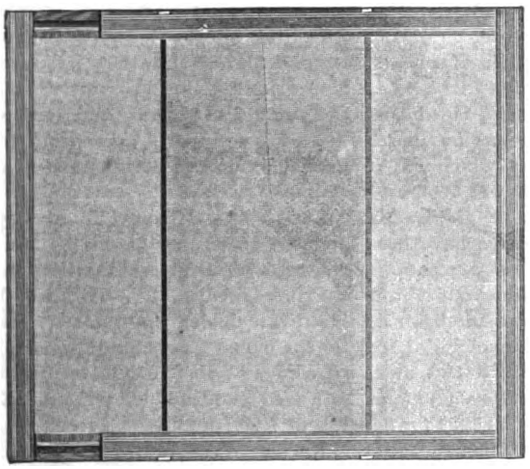
Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

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THE "FLYER" SCREEN.



THE SCREEN that stays together. The Screen that wet or dry, clean or dirty, new or old, always adjusts easily. The Screen that is smooth and well made from good materials. . . . . .

This year it may be had in soft wood at lower prices. "There are others" made to look like this Screen, but the construction necessary for the above results is patented.

We have several new patterns of Screen Doors.

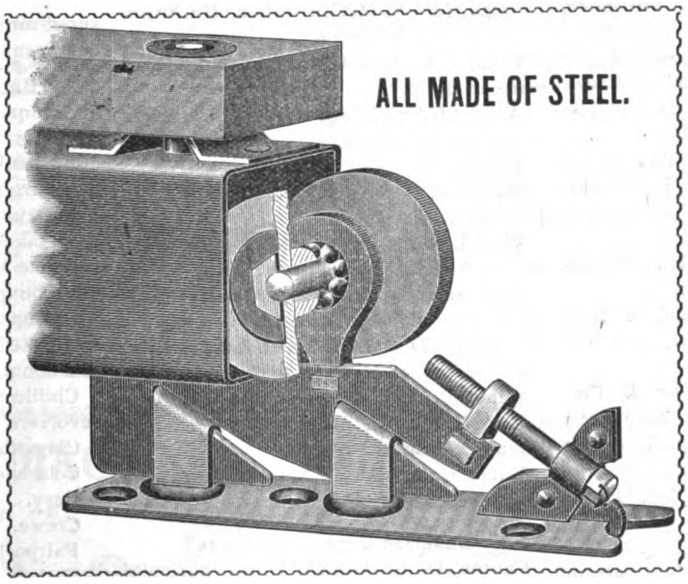
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The A. J. Phillips Co., Fenton, Mich.

N. B. . . What shall it profit a man if he "blow in" his substance advertising, and then disappoint his trade?

WILCOX TROLLEY HANGERS.

FOR HOUSE, BARN,



AND FIRE DOORS.

No. 119.

SELLING AGENTS,

JOHN H. GRAHAM & CO., 113 Chambers St., New York.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Bardolph, Ill.—H. N. Jackson.
Sheridan, Ill.—Pedersen & Wortman.
Shickshinny, Pa.—Oliver Masters.
Summit, S. D.—Ernest E. Riley.
Swanton, Vt - W. H. Lanpher.
Waynesville, N. C.—J B. Henry.

Changes and Improvements.

Advance, Ind.—Ailes & Caldwell, Hardware and agricultural implements, succeeded by Ailes & Bros.

Alcester, S. D.—J. F. Turner, Hardware, succeeded by A C. Turner.

Alden, Ill.—H. D. Walling and Jesse Nutt have dissolved partnership in the Hardware business at this place; Mr. Nutt retiring.

Angola, Ind.—Snyder & Co., Hardware, reported to have sold out.

Ann Arbor, Mich.—Parker, Colborn & Schneider, Hardware; name has been changed to the Moore Hardware Co.

Ausable Forks, N. Y.—E. S. Kemp is building over the old meat market, and when completed will move in the stock of Hardware goods bought of John Brennan & Co.

Cambridge, N. Y.—Lewis H. Finch has bought John Safford's interest in the Finch & Safford Hardware store and will conduct the business alone. Mr. Safford retires from business for the present on account of poor health.

Carrollton, Ohio.—S. R. Wilcoxon, Hardware, so'd out.

Chattanooga, Tenn.—J. W. Cavender, John Cavender and Charles Hall have bought out the retail department of the Chattanooga Hardware Co. and will take charge of the business in a few days. The new firm will be Cavender & Hall.

Chattanooga, Tenn. — The Tom Fritts Hardware Co. will erect a large iron building on Broad Street, to be used as a warehouse.

Cloverdale, Ind.—Denny & Hart, Hardware, succeeded by T. J. Nixon.

Cohocton, N. Y.—M. Kimmel & Son, Hardware, sporting goods, etc., have enlarged their place of business.

Eastman, Ga.—W. L. Houser & Co., Hardware, sporting goods, etc., have been succeeded by the Fort Valley Hardware Co.

Fairfield, Neb.—Guss & Lepley, Hardware, bicycles, etc., succeeded by Guss & Broderick.

Fort Lupton, Col.—Jacob Mills is putting up a brick addition to his Hardware store.

Hayfield, Minn.—John H. Thoreness, Hardware, succeeded by John O. Aabye.

Hopeville, Iowa.—J. H. Poe, Hardware, succeeded by Long & Chew.

Lexington, Ky.—The well-known Hardware firm of Buford A. Graves & Co. have gone out of existence, and the firm of T. B. Hay & Co takes their place.

Lexington, Ohio.—Walker & Kell, the Hardware merchants, have built quite an extensive addition to their store.

Long Beach, Cal.—J. C. Alair, Hardware, succeeded by Almind & Sharp.

Manistee, Mich.—Phil Parry, Hardware, River Street, Leon Wolters has purchased a half interest in the business, which will be continued by the firm of Parry & Wolters.

Montrose, S. D.—Owens & Ostrander, Hardware, sporting goods, etc., have been succeeded by R. C. Ostrander.

Ottumwa, Ia.—Ben Mahone and Frank Seible have bought the Hardware business of D. O. Cline and are now invoicing. Mr. Mahone has been farming about two miles from Sigourney, and Mr. Seible comes from the west part of the State. He is a former Keokuk County boy and a brother-in-law of Mr. Mahone. They are wide-awake men, and we hope to see them conduct a successful business. Mr. Cline will remain with them until January 1st and help them "catch on." He has been in business here a good many years and leaves a good patronage. Few men stand higher in the esteem of his business associates and customers than Mr. Cline.

Plymouth, Wis.—Timm & Darling, Hardware, succeeded by J. B. Wensink.

Port Henry, N. Y.—The Hardware store of Charles W. Woodford has been purchased by Peter C. McRory, former postmaster, and he has taken possession.

Pullman, Wash.—Henry Chambers & Co., Hardware, succeeded by Pough & Waters.

Rose Hill, Iowa.—Wymore & Arch, Hardware, succeeded by Wymore & Bacon.

Tama, Ia.—S. McGrannahan, Hardware, succeeded by Goodell & Co.

Tillamook, Ore.—C. E. Reynolds, Hardware, sold out.

Walnut Grove, Minn.—Freeman & Bulen, agricultural implements, succeeded by Bentsen & Wigen.

Wauseon, Ohio.—Harper, Blizzard & Co., Hardware, dissolved.

West Liberty, Ia.—Morris & Son, Hardware, succeeded by Floyd & Smith.

West Salem, Wis.—W. A. Bradley, Hardware, succeeded by Taylor & Poehling.

Winfield, Ia.—G. M. Smith & Son, Hardware succeeded by Cronick & Larkin.

Windfall, Ind. — H. Young, Hardware and agricultural implements, succeeded by Young & Brumit.

Yuma, Colo.—Alex F. Meyer, Hardware, etc., succeeded by F. J. Stoner.

Business Embarrassments.

Canton, Ohio.—George Hahn, agricultural implements, reported to have made an assignment.

Clarksburg, W. Va.—The Vance Hardware Co. store, which has been established here for a number of years, doing a large wholesale and retail Hardware business, was closed recently on attachment proceedings brought by Charles Lyons for $1070 unpaid salary. The sheriff also levied for unpaid taxes. The total liabilities and assets are unknown.

Detroit, Mich.—George J. Sexauer, Hardware dealer, No. 89 Gratiot Avenue, has filed a petition in bankruptcy. His liabilities amount to $10,000, and it is estimated that he has property amounting to $13,000 available for the settlement of creditors' claims.

Lima, Ohio.—George W. McKay, an implement dealer, has filed a petition in bankruptcy in the United States Court at Toledo.

Princess Anne, Md.—Hiram C. Waller, a Hardware dealer, has made an assignment for the benefit of his creditors, and appointed Henry L. D. Stanford, of the law firm of Miles & Stanford, as trustee. Estimated assets, $500; liabilities, $1000.

Racine, Wis.—Frank Baumann has filed a petition in bankruptcy in the United States Court at Milwaukee. Liabilities about $16,000.

Fires in Hardware Stores.

Chicago, Ill.—The Hardware stock of E. J. & John Periolat, No. 39 Milwaukee Avenue, has been destroyed by fire.

Honey Grove, Tex.—S. L. Erwin & Co., Hardware, etc., destroyed by fire.

Macon, Ga.—Etheridge & Baker, Hardware, damaged by fire; insured.

Prairie City, Ill.—A. Burr's Hardware store has been destroyed by fire. Loss, $2200.

Richwood, Ohio.—The Hardware store of Church Bros. & Weld has been damaged by fire

Round Rock, Tex.—S. N. Dolley's Hardware store has been destroyed by fire. His loss consists of Hardware worth $4000, insured for $2000; stock valued at about $12,000, insurance, $6000.

Burglaries in Hardware Stores.

Albuquerque, N. M.—E. J. Post & Co., guns.

Burbank, Ohio.—Overs & Baker's store was burglarized on the morning of November 18th. Cutlery, razors and revolvers were taken.

Capac, Mich.—Wagner & Frey, Hardware; store burglarized.

Chicopee, Mass.—E. R. Taylor, Hardware, etc., Main Street; store burglarized, and about $40 worth of goods stolen.

Chillicothe, Ohio.—Gillum & Spetnagel, revolvers.

Clayville, Pa.—Geo. B. Sprowls, $100.

Colorado Springs, Col.—John T. Clough, cutlery.

Crewe, Va.—E. F. Locket & Co., cutlery.

Fairport, N. Y.—J. G. Dunbar, $65.

Farber, Mo.—Moss & Smith, $50.

Fostoria, Ohio.—Stewart Hardware Co., $40.

Lincoln, Neb.—Baldwin Bros., $100.

Mt. Pleasant, Pa.—T. C. Patterson, firearms.

Toledo, Ohio.—Frank Hillenkamp, cutlery.

Toledo, Ohio.—Ketel Hardware Co., $35.

West Alexander, Pa.—Armstrong Hardware store, $50.

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Address 505 SEARS BUILDING, BOSTON, MASS.

An Air Check.

A Good Seller.

DOOR-CHECK and Spring.

WRITE FOR PRICES.

Our Headquarters,



MASONIC TEMPLE, Chicago, Ill., U. S. A.

Expert Designers, And Correct Arrangement Hardware Stock.

Manufacturers' Warren's Patent Hardware Sectional Shelving.

Shipped to all Parts of the World.

J. D. WARREN MFG. CO.

FIXTURES

We manufacture the latest style and most modern Hardware Store Fixtures at prices to get your trade.

The Cleveland Store Fixture Co.,

Factory, 153, 155, 157 & 159 Case Ave.
Salesrooms, 302 and 304 Seneca St. cor. Champlain,
CLEVELAND, OHIO.

Write us before ordering elsewhere.



C. H. & E. S. GOLDBERG,

MANUFACTURERS' AGENTS FOR

General Woodenware,

BROOMS,	SCREEN DOORS,	LINOLEUM,
BRUSHES,	WINDOW SCREENS.	MATTING,
BASKETS,	WASHING MACHINES,	RUGS,
REFRIGERATORS,	CLOTHES WRINGERS,	CORDAGE,
SNOW SHOVELS,	HAMMOCKS,	TABLE OIL CLOTH,
FLOOR OIL CLOTH,	BICYCLES,	ICE CREAM FREEZERS.

Possessing ample facilities, in their new location covering nearly a whole block, they are enabled to carry the largest stock of goods in this line known to the trade.

New Catalogue Mailed on Application.

WEST BROADWAY, READE and HUDSON STS., NEW YORK.

TRADE MARK.



A. CHIPMAN, Treas.

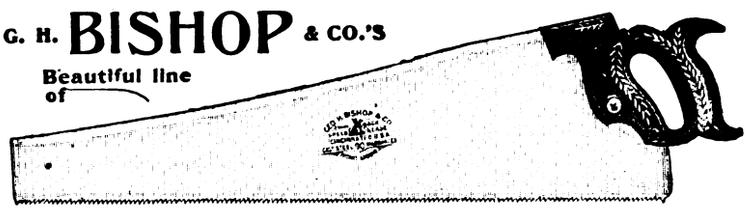
GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.

THE GOULD PACKING CO., EAST CAMBRIDGE, MASS.

SAWS

G. H. BISHOP & CO.'S Beautiful line of



THERE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

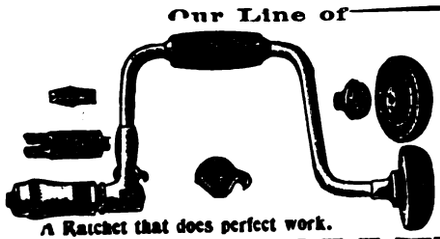
Salaried EASTERN and EXPORT Representatives.

KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

LANCASTER MACHINE & KNIFE WORKS, LANCASTER, N. Y.

Our Line of

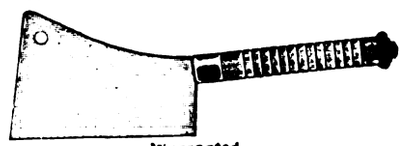
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A Ratchet that does perfect work.

Is Most Complete,
Quality the Highest.

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ALLERTON-CLARKE CO.,

Sole Agents,

118 Lake Street, CHICAGO, ILL.

97 Chambers and 79 Reade St., NEW YORK.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Ansonia, Conn.—The Ansonia Mfg. Co. has been organized with Charles H. Jockmus, as president and manager. The line of goods to be manufactured is brass Hardware, with screw machine work as a specialty. A plant capable of accommodating 250 hands has been leased, and it is expected to have the factory running at its full capacity by January 1st. The contract has also been given for the erection of a large addition, in which the firm is to engage in the manufacture of chandeliers.

Birmingham, Ala.—The Alabama Steel & Wire Co. has been organized here by Illinois, Ohio and Alabama capitalists, with a capital stock of $2,000,000, and have just let a contract to the Garrett Cromwell Engineering Co. for the erection of an immense wire rod and wire nail mill at Ensley City, six miles from Birmingham, with a daily capacity of 600 tons. The officers are E. T. Schuler, of Chicago, president; C. E. Robinson, of Joliet, Ill., vice-president and general manager, and G. H. Schuler, of Cleveland, Ohio, secretary and treasurer.

Bound Brook, N. J.—The Central Hardware & Mfg. Co. has been incorporated by G. V. Cornell, W. Cornell and I. G. Wood, to manufacture articles made of minerals, metals, wood or vegetable fiber. Capital stock, $60,000.

Chicago, Ill.—The Mills & Hastings Co. has been incorporated by S. M. Hastings, J. P. Brown and G. C. Masten, to manufacture scales. Capital stock, $10,000.

Chicago, Ill.—The Hine-Watt Mfg. Co., capital, $50,000, to manufacture Hardware and bicycle sundries. Incorporators, Lucius A. Hine, Seth P. Watt, Joseph T. Burnham, Jr., Ernest W. Hicks.

Cincinnati, Ohio.—The R. K. LeBlond Machine Tool Co., capital $50,000. Directors: R. K Le Blond, John A. Le Blond, R. E. Le Blond, John J. Hay, D. A. Hay.

Grand Rapids, Mich.—The Grand Rapids Clamp & Tool Co. has been incorporated by Wallace McKee, Frederick A. Ledward and Willard E. Stocktell, for the manufacture and sale of clamps and all ordinary carpenters' tools. Capital stock, $7500.

Jamestown, N. Y.—C. W. McCormick is engaged in forming a company in this city to manufacture Hardware specialties.

Los Angeles, Cal.—The Breidenbach Iron Stove Co., capital stock, $50,000, all subscribed. Emile H. Breidenbach, R. Moloney, Daniel Innes, Leonard Dearth, D. M. McGarry.

Oswego, N. Y.—Barnard Geer & Co., to manufacture washing machines. Directors: G. D. Geer, A. H. Geer, A. B. Middaugh, W. M. Emerson.

Philadelphia, Pa.—The Cambria Iron & Steel Co. has been incorporated by J. M. Bacon, D. Reeves, R. F. Kennedy, Powell Stackhouse, B. F. Wood, J. L. Welsh and others. Capital stock, $5000.

Changes and Improvements.

Binghamton, N. Y. — The Osgood Scale Works are erecting a large addition to their plant.

Canning, N. S.—The axe factory lately burned down, will be rebuilt.

Chicago, Ill.—Krueger & Hunter, brass works, succeeded by E. C. Krueger.

Cincinnati, Ohio.—The concern of W. T. Simpson & Co., known as the American Galvanizing Works, in East Pearl Street, has been converted into a stock company, with a capital of $50,000. It will be known in the future as the American Galvanizing Tinplate Co., and will continue to operate along the same lines as before. The incorporators are Wm. T. Simpson, Fenton Lawson, W. C. Lawson, S. H. Burton and James D. Richards.

Cleveland, Ohio.—The American Steel & Wire Co. have purchased the McMullin Fence Co.'s big wire fence mill at Evanston, Ill. The American Co. will take possession immediately. The fence mill in the wire and nail mill at Joliet will be moved to the Evanston plant.

Detroit, Mich.—The C. C. Worner Machinery Co., Nos. 55–69 Woodbridge Street, West, have purchased the entire stock of the Toledo Drop Forge Co., at Glassboro, Ohio; the Wood Mfg. Co., of Toledo; the Hamilton & Kenwood Co., of Grand Rapids, and the Superior Bicycle Co., of Buffalo.

Green Island, N. Y.—The new foundry being built by the Grant-Ferris Co., at Mechanicville, will remove from Green Island the company's present foundry. The space now occupied by the foundry will be used for the manufacture of agricultural implements. The new foundry at Mechanicville is expected to employ between 150 and 200 men. The work of building the new foundry, for which ground has been broken, will be hurried, and next spring will probably see stoves manufactured at the new plant.

Louisville, Ky.—The Lithgow Mfg. Co., one of the oldest and largest stove foundries in the South, is to be liquidated. Its proprietor is J. S. Lithgow, who organized the foundry in 1836.

New Haven, Conn.—The firm of Mallory, Wheeler & Co. are making arrangements to go into the manufacture of small padlocks almost exclusively, and will also make some small articles of Hardware.

Omaha, Neb.—The Minneapolis Threshing Machine Co. have acquired title to two lots immediately north of the Hardware establishment of R. D. Amy, at the junction of Pearl and Main Streets, and purpose erecting a one-story warehouse.

Roanoke, Va.—The Norwich Lock Works have been purchased by H. E. McIlwaine, R. B. Fairfax and others, who will put the same in operation.

Smith Falls, Ont.—Frost & Wood, the well-known agricultural implement manufacturers, will change to a joint stock company, with a capital of $800,000. The reason is because of the increasing demand for their goods and the necessity of doubling their plant.

Wheeling, W. Va.—S. P. Jennings & Son have decided to locate a handle factory at Charleston that will employ from 20 to 30 people. The capacity of the factory will be 2000 dozen handles per day.

Recent Embarrassments.

Louisville, Ky.—Raible, Smith & Co., manufacturers of tinplate ware, have filed a deed of assignment in the County Clerk's office. Christopher Wright was named as assignee. The liabilities and assets are estimated at $70,000 each.

Recent Fires.

Asbury, Mo. — By an explosion at the Hercules Powder Works, one mile north of this place, recently, six men were killed; three others are missing. They were seen going to the works this morning and have not been seen since. The packing house was completely demolished. The main building, which was filled with explosives, was but little damaged.

Montreal, Can.—Fire in the forging department of the Pillow & Hersey Bolt & Nut Works on Mill Street, has effectually put a stop to manufacturing operations for some time to come. The damage, so far, is not known. The entire roof of the building is destroyed, but the debris will have to be cleared away before an estimate of the damage to the machinery can be gained.

New Castle, Ind.—The handle factory plant owned by Simon P. Jennings & Sons, has been completely wrecked by fire. Loss $30,000, with small insurance.

Norfolk, Va.—Fire in the plow factory of S. R. White, on Water Street, has done damage to the extent of about $50,000, covered by insurance. There was about $100,000 worth of stock in the building, but by heroic efforts the firemen saved half.

Vincennes, Ind.—Hartwell Bros.' handle factory, one of the most extensive industries in this city, has been destroyed by fire. Loss on building, machinery and stock estimated at from $15,000 to $20,000.

Miscellaneous.

Cincinnati, Ohio.—Work is fast progressing on the new building that is to be occupied by the Lodge & Shipley Machine Tool Co., in Camp Washington. The stone and brick front is being completed, and it is thought that the building will be ready for moving in the machinery in about a month or six weeks. The company have secured several large new machine tools for the new factory, and will begin working in the concern with an increase of from 50 to 75 men.

Dresden, Ohio.—The opening of the new sheet iron mill, recently, was an event of much interest, and was celebrated in an elaborate manner by the residents of this place. The new mill will employ 300 hands.

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THE BANNER

OIL HEATER

....Has been on the market for five years....



SIZE 8.
971 HEATER
COMPLETE
Height, 27 in.
Wick, 9 in. in
Circumference.

Thousands are in use all over the world.

Light and Portable.

No Ashes, No Dirt.

Less Care Than an Ordinary Lamp.

Large Opening for Filling.

Indicator Showing Amount of Oil in Fount.

Perfect Ratchet Wick-raising Device.

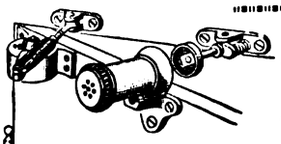
Patent Double Drum, Increasing Radiation More Than Half.

FACTS TALK.

They give satisfaction to others, and will to you If not, we will refund your money ...

New York.
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Plume & Atwood Mfg. Co.,
FACTORIES.
Waterbury and Thomaston, Conn.



Increased demand

demonstrates the fact that the **Eclipse Door Check and Spring** holds the market against all imitations. It is not an experiment, but stands the test of time and steady service. The Eclipse is an air check; it cannot freeze, it will not burst. It is easy to put on, easy to keep in order, and pays the Hardwareman.

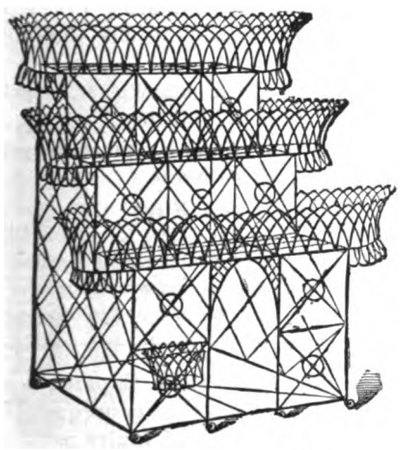
SARGENT & CO., Manufacturers,

New Haven, Conn. New York. Philadelphia. Boston.

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FOR WIRE CLOTH AND WIRE WORK
OF ALL KINDS.

Bank and Office Railings, Brass and Iron Work, Riddles and Screens.



FLOWER POT STANDS.

ESTEY WIRE WORKS CO.,
65 FULTON ST. NEW YORK.

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

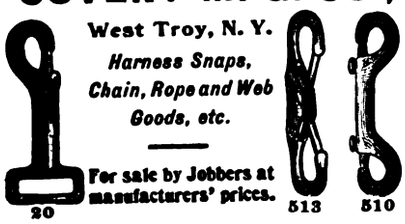
Send for Catalogue of . . **Scythe Stones, Oil Stones, Razor Hones** and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.

COVERT MFG. CO.,

West Troy, N. Y.

Harness Snaps, Chain, Rope and Web Goods, etc.



For sale by Jobbers at manufacturers' prices.

BEST INVESTMENT EVER MADE.

Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

TRY SOMETHING NEW.

The PLANET LEATHER Dust Beater.

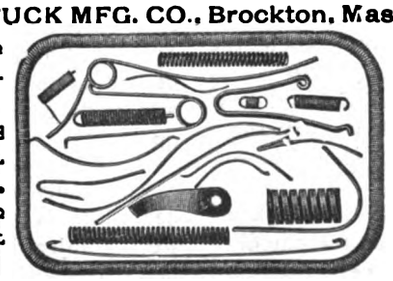


They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

PLANET MFG. CO., Springfield, Mass., U. S. A

TUCK MFG. CO., Brockton, Mass.

Springs, Tools & Cutlery.



Send for Tool Catalogue.

Tempered Springs of all kinds.

THE

FIFIELD....



AUTOMATIC
DRILLING
ATTACHMENT

SELF-FEEDING

ALBANUS L. SMITH & CO.,
1305 Arch Street,
PHILADELPHIA, PA.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Charleston, W. Va.—The Tinkham Co., principal office, New York City; to manufacture and sell bicycles, motor chairs, motor machines, etc. Authorized capital, $100,000; subscribed capital, $500; paid in, $50. Incorporators: John French; Henry H. Graff, Ernest Atkinson, Charles Engel, of New York City; Thomas Holden, Jr., White Plains, N. Y.

Chicago, Ill.—The Hicks Motor Cycle Co. has been incorporated, with a capital stock of $2500.

Chicago, Ill.—The Handy Cycle Pump Co.; capital stock, $2500; incorporators: George Seiffinger, Peter J. Ellert and John G. Hoeger.

Evansville, Ind.—The E. K. Ashby Bicycle Co. has been incorporated with a capital of $100,000. The directors are E. A. Ashby, John M. Boner and Martha A. Thomas.

Greenville, Pa.—George Anderson will construct a spoke, rim and handle factory at Grove City, immediately.

Hamilton Township, N. J.—The Modern Rubber Mfg. Co. has been incorporated by Jos. H. Magowan, L. Cadwallader, John T. Magowan and Edward M Spear to manufacture rubber and rubber goods. Capital stock, $100,000.

Lincoln, Neb.—The Capital City Gun Club; principal office, Lincoln. To promote shooting and buying and selling all kinds of sportsmen's goods. Capital, $1000. Incorporators: G. Rogers, F. M. Moore, Henry H. Harley, R. M. Welch.

Montague, Mich.—A. Catlin, Hardware, sporting goods, etc., has just commenced business.

Newark, N. J.—The Alsdorf Mfg. Co., principal office, No. 518 Broad Street; to manufacture cycles, sewing machines, pianos, etc. Capital, $50,000. Incorporators: John Schoonmaker, Newburg, N. Y.; Augusta V. Alsdorf and Egbert Alsdorf, Newark, N. J.

New Haven, Conn.—The New England Tricycle Co., which was burned out at Tyler City some time ago, has re-established its factory in this city. The concern will employ about 50 hands.

Northfield, Mass.—Newton Keet will erect a machine and bicycle shop on site recently purchased on the north side of the Sankey House.

Portland, Me.—Automatic Tire Inflator Co., capital, $50,000. Incorporators: William Howard Paine and Mary Elizabeth Paine, of Providence, R. I.

Portland, Me.—Blair Camera Co., capital, $125,000. Incorporators: Walter T. Camp and Charles T. Ames, Portland.

Portland, Me.—The Eastern Rubber Co. has been incorporated by George M. McCallar and Daniel C. McCallar. Capital stock, $50,000.

Sidney, Ohio. — Sidney Hardware Co., Hardware, sporting goods, etc., are a new concern, just commenced business.

Twin Bridges, Mont.—C. W. Buzzerd, Hardware, sporting goods, etc., has opened new store.

Winona, Minn.—Henry Friedel, Hardware, sporting goods, etc., has opened up store at No. 601 West Fifth Street.

Changes and Removals.

Charleston, S. C.—The Army Cycle Mfg. Co. have added a nickel-plating plant to their works.

Charlotte, N. C.—G. N. Adams & Co., bicycles, reported to have sold out.

Danbury, Conn.—Ryan, Parker & Co., bicycles, etc., out of business.

Indianapolis, Ind. — The Indianapolis Drop Forging Co. have increased their capital stock from $15,000 to $40,000.

Kokomo, Ind.—The Kokomo Rubber Co. have increased their capital stock from $50,000 to $100,000.

Modale, Iowa.—C. L. Colby, Hardware, sporting goods, etc., has sold out to Jasper McCrillis, who will take possession Jan. 1st.

Muncie, Ind.—George A. Klein & Bro., bicycles, succeeded by Klein Bros.

Muncie, Ind. — Novelty Repair Works, bicycles and repairs, reported to have dissolved partnership.

New York, N. Y.—The National Cycle Board of Trade of Cycle Manufacturers has been dissolved.

Palmer, Mass.—Tufts & Thayer, bicycles, reported to have dissolved partnership.

Portsmouth, Ohio.—Stanley Prichard is building an addition to his Chillicothe Street bicycle store.

Troy, N. Y.—Jackson & Walker, bicycles, succeeded by J. F. Walker.

Wells, Minn.—J. A. Harriman, bicycles, succeeded by M. A. Rentz.

Recent Fires.

West Reading, Pa.—The Keystone Bicycle Co.'s bicycle plant destroyed by fire, at a loss of about $75,000, on which there is an insurance of about $25,000 or $30,000.

Eccentricities of Chinese Buyers.

The United States Consul at Shanghai in a recent report gives the following advice to American exporting firms, concerning some of the eccentricities of the Chinese buyers:

"I find there are two great obstacles in the way of business with America. In the first place, American firms do not take care to fill the orders exactly. There is somewhat of a feeling at home, 'Oh, anything will do for the Chinese.' As a matter of fact, there are no people more particular than the Chinese. Their customs and their superstitions must be considered, as well as the things which come into account in other countries. It is a great thing to have a lucky trade-mark. It is above all necessary to handle the goods through a man on the ground, in whom the Chinese have confidence. They do not think anything about the firm at home; they think of the man directly with whom they deal. This man, if he is wise, knows the demands of the trade and caters to them; and, however eccentric some of his directions may seem in ordering, they should be followed to the letter.

"In the next place, almost all English and German firms have an arrangement by which all claims for damages through faulty packing, etc., are settled very promptly through the arbitration of their Consul at the place where the goods are delivered. Most American shipments are made without any such agreement, and the consequence is that should the goods be damaged through faulty packing, etc., the parties interested are so far apart that the local dealer here is forced to stand the loss, rather than go to the expense of suit or arbitration in America; and the consequence is that on even terms or at some difference in price he buys his goods from England or Germany. He is willing to pay the higher price for a certainty of a speedy, just and inexpensive settlement of any damage there may be."

The skating season cannot be said to have commenced, but that it is scheduled to arrive without much further delay the skate manufacturers give us ample evidence by their early announcements. The advertisement of Barney & Berry, Springfield, Mass., whose perfect product make of skating an unrivaled pleasure, will be found on page 47, and their catalogue for the season can be had upon request.

"The only objection I have against the young man, my dear child, is that he has no noble ambition—no high or worthy object in life."

"Why, papa, how can you say that? He wants me!"—*New Orleans Times-Democrat.*

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PUSH THE BUTTON!

"Just hear dem Bells."



NEW DEPARTURE

Continuous ALARM BICYCLE BELL...

Rings While Button is Pressed.

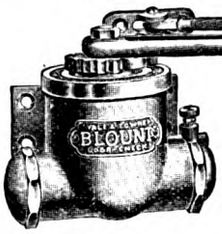
LATEST NOVELTY OUT.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

113 Chambers Street.

NEW YORK



The

Blount Door Check

is described in a monthly bulletin of good things issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

The Yale & Towne Mfg. Company.

GENERAL OFFICES:

9-11-13 Murray St., New York.



CARBON (Black Diamond) TOOLS

FOR

Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

THOS. L. DICKINSON,

45 Vesey St., NEW YORK CITY, U. S. A.

ALUMINUM SIGN LETTERS AND FIGURES, 7 STYLES, 36 SIZES.

Complete stock always on hand. Exclusive manufacturers and originators of the only Interchangeable Script Sign Letter. A fine line of House Numbers, Name and Door Plates, and Street Signs. Aluminum Trade Checks, Aluminum Bicycle Chain Guards, Aluminum Castings. We challenge comparison for promptness, quality, and prices. Illustrated Catalogue on application

ALUMINUM SIGN & NOVELTY CO., 174 W. Locust St., COLUMBUS, OHIO.



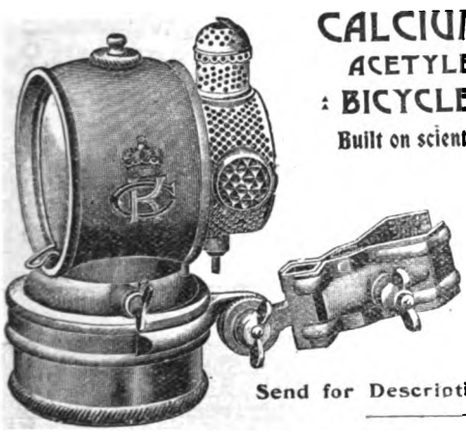
FRANKLIN S. MILES

MANUFACTURER OF

Brass, Iron, Steel and German Silver SCREWS.

All kinds of Special Screws.

205 QUARRY ST. - - PHILADELPHIA, PA.



CALCIUM KING

ACETYLENE GAS

: BICYCLE : LAMP :

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,

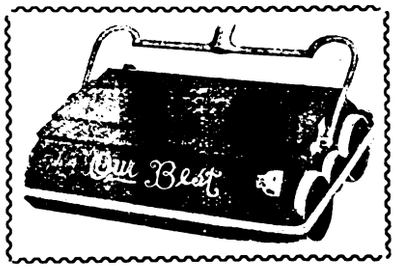
Waterbury, Conn.

GOSHEN SWEEPER CO.'S

HOLIDAY LINE NOW READY.

...30 Different Styles at our Recently Reduced Prices...

BEST-EASIEST RUNNING-CHEAPEST.



"OUR BEST," Cam Action, Self-Adjusting Brush, Dust Proof, Noiseless. . . . Made in six finishes. Assorted woods, selected from choicest figured stock; Piano finish. Price, Nickel Trimmed, $24 00 per Doz.

OUR SWEEPERS REQUIRE NO OILING.

EVERY SWEEPER GUARANTEED.

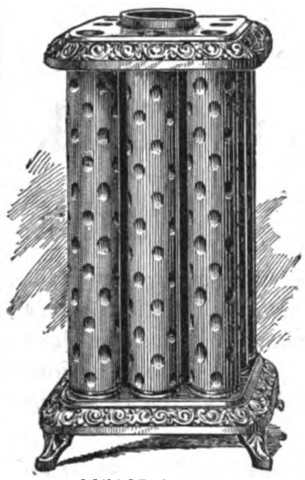
THE "SELECT" Is the Easiest Running and most practical and popular Sweeper made . . . Broom Action, Noiseless, Dust Proof The rubber brush roll makes a strong friction, and prevents wear. Made in six finishes, highly polished. Price, Nickel trimmed, $22.00 per Dozen. Japan trimmed, $20.00 per Doz. Liberal discount for quantity and to Jobbers.



WRITE FOR NEW COMPLETE CATALOGUE.

Goshen Sweeper Co., Grand Rapids, Mich.

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SQUARE STYLE.

NEW ERA RADIATORS

Are adapted for any stove or furnace pipe, and will positively reduce coal bills from ⅓ to ½, or make cold houses warm and comfortable without extra fuel. . . . . .

The harvest time for selling them is in the fall. A display of them will bring customers to your store. Send for our inducements.



CYLINDRICAL STYLE.

WILMOT CASTLE & CO.,

83 Elm St., ROCHESTER, N. Y.

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MANUFACTURERS AND GALVANIZERS OF

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Galvanized or Common.			Tinned or Common.	Copper Nails.	Brass Nails.	Yellow Metal.
Cut Nails.	Chisel Point Boat Nails.	Chute Nails.	Wire Slating Nails.	Sheathing Nails.	Wire Slating Nails.	Slating Nails
Wire Nails.	Boat Rivets.	Anchor Nails.	Cut Slating Nails.	Trunk Nails.	Escutcheon Pins.	Sheathing Nails.
Cut Finishing Nails.	Washers	Cut Slating Nails.	Wire Roofing Nails.	Clout Nails.		Stem Nails.
Wire Finishing Nails.	Clinch Rings.	Wire Slating Nails.	Cut Roofing Nails.	Shell Boat Nails.	Lead Nails.	Slaters' Tools.
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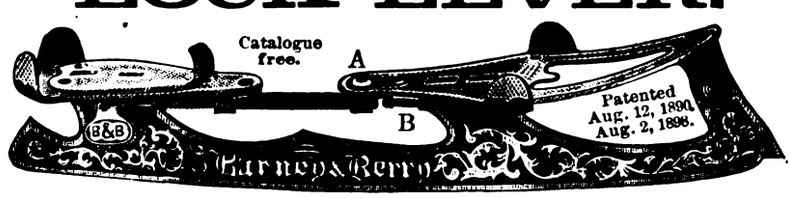
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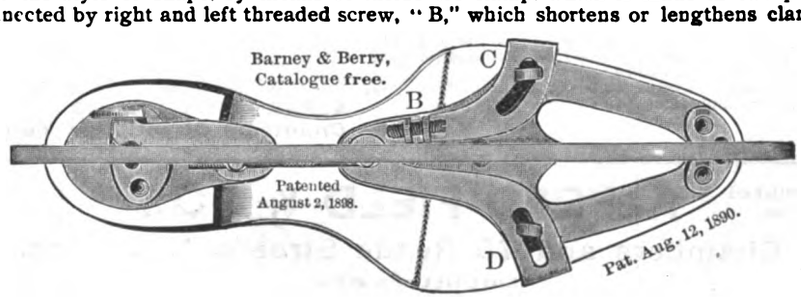
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This skate can be adjusted to the proper position sideways upon the shoe, whatever the style or shape, by means of inside toe clamp, which is made in two parts connected by right and left threaded screw, "B," which shortens or lengthens clamp.



When skate is adjusted to the desired position and set for use the rotary movement of main adjusting screw is locked by small set screw in stud at "A," which prevents loosening of skate in use and keeps it ready to attach to the same shoe without readjustment.

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that can rightly lay claim to having reached the height of perfection attained in the . . . . . .

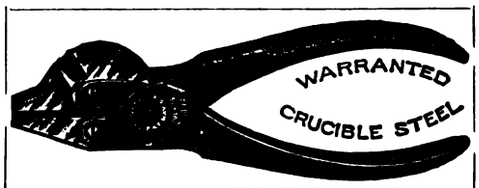
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The merchant can recommend with confidence.
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Why, then, sell inferior Cutlery when

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Has had neither equals nor superiors in the manufacture of

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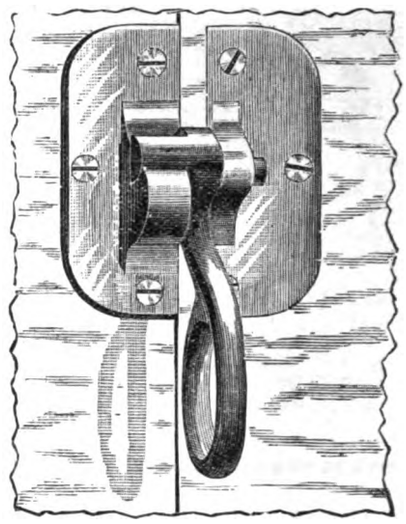
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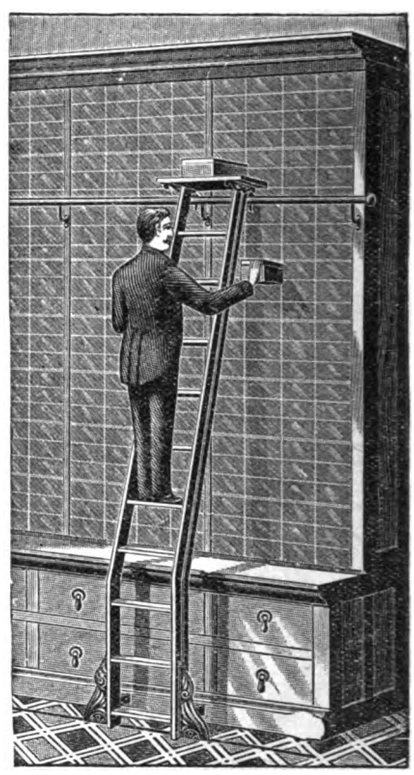
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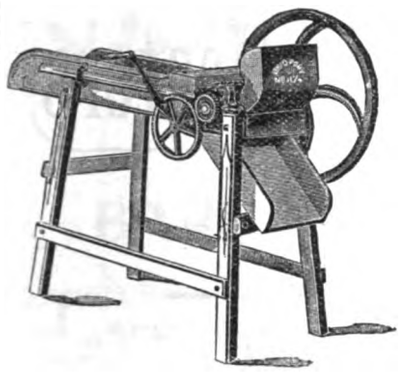
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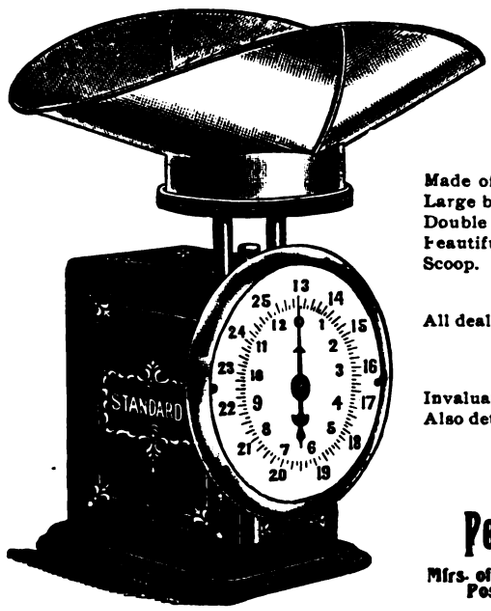
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That will Kill all the Weeds in your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. The Clipper will do it.



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PELOUZE "STANDARD" Family or Counter Scale

25 pounds by ounces.

Made of Steel throughout, no castings to break. . .
Large brass dial, nickel rim, black figures. . . . .
Double upright steel supports, insuring accuracy.
Beautifully japanned and striped. Large polished Scoop. . . . . .

Warranted Accurate.

All dealers should sell the

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at all seasons of the year.
Invaluable to families in preserving and canning.
Also detects errors in weight of purchases. . . .

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Columbian 1000-Shot Air Rifle.

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CHAMPION MODEL.

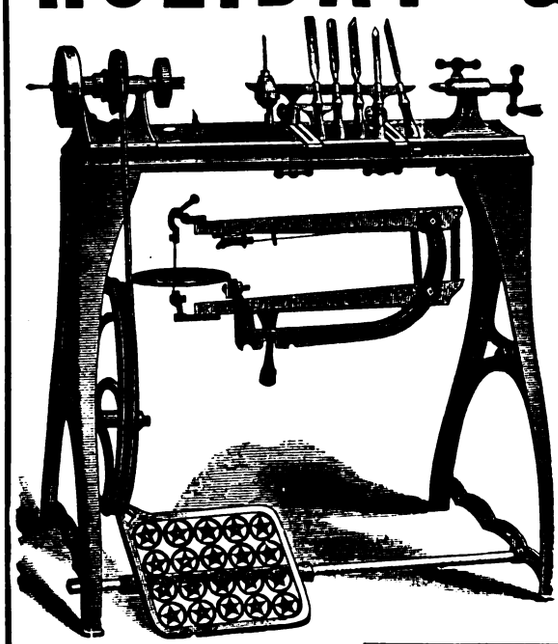


This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order. all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, $30.00; Full Nickel, $42.00.

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Those who want a good Lathe with Scroll-sawing Attachment and all Tools and Improvements to the very latest moment will buy the Goodell Lathe

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These two machines are taking the place of all others, and are now the most in demand throughout the world.

No dealer can make a mistake by laying in a stock of them. About Christmas time they are wanted in every town, and will make business lively at this otherwise dull season.

We also keep a full stock of Designs, Wood, and all other Scroll Sawing goods.

Price of Goodell Lathe, complete, $12.00.

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They discount all others in

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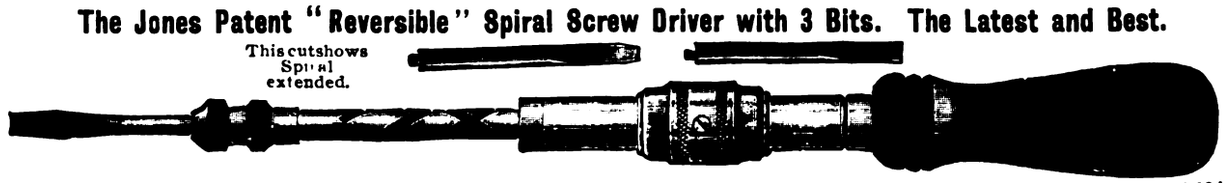
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The most complete and best finished line in the world, consisting of

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.



No. 1, Length without Bit, Spiral extended, 16¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 16½ in., closed 10½ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

No. 01, Length Spiral Extended, 18 in., closed 11¼ in. No. 02, Length Spiral Extended, 12¼ in., closed 8 in.

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Ship Augers and Ship Auger Bits....

These goods are made by skilled mechanics on new and improved machinery from especially selected cast steel made for the purpose. . . .

The large increase in their sales testify to their quality that they are superior to any other make.

They are finished so they can be used to bore with the grain as readily as across the grain, through the knottiest timber without swerving. . . .

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THIS Heater is rightly named. It is the greatest bargain ever offered in this line. It is made entirely of polished steel, polished brass, and polished aluminum; nicely japanned and nickel plated. There are no castings to break, consequently it is practically indestructible.

Burns a clear white flame without smoke or odor.

Every stove guaranteed.

DIMENSIONS.

Height, 26 inches.
Size base, 13½ inches.
Size drum, 7 inches.
Circular wick, 8 inches.
Weight, 10 pounds.

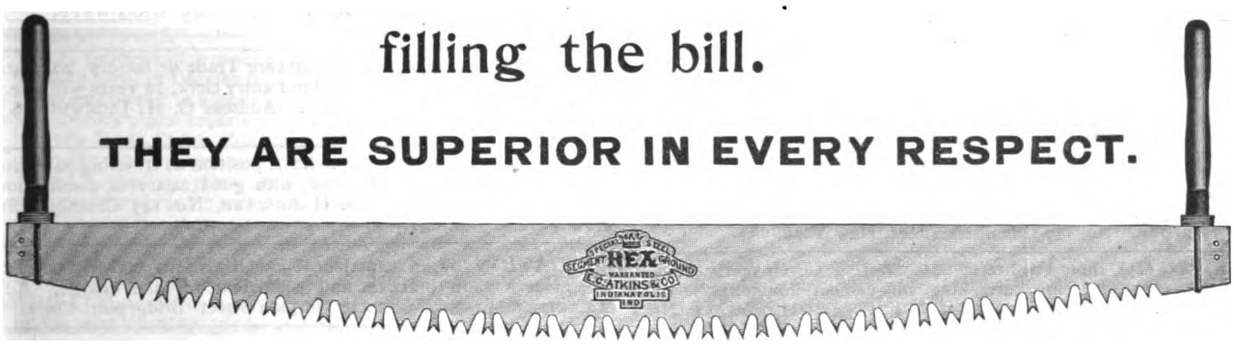


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THEY ARE SUPERIOR IN EVERY RESPECT.



ATKINS' SEGMENT GROUND CROSSCUT SAWS

are used the world over.

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WE MAKE THEM.
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LINSEED CRUSHERS.
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SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
... Manufactured by
Established 1870.
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ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
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Seed's Reversible Self-Cleaning ... WATER FILTERS
BRASS, NICKEL PLATED.
No. A1 Per dozen, $4 00 No. 3 Per dozen, $1.50
No. 2 " " 2 50 No. 4 " " 1.00
In 5 Gross lots, 10 per cent. off.
J. H. SEED, Manufacturer,
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Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

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C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.
Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

SALESMEN wanted to sell our Hardware specialties. Address, with reference, the G L. VAN NAMEE MFG CO, Gouverneur, N. Y.

WANTED—Salesman; hustler to State and county rights for patented household specialty. Address BOX No. 1, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—By a large manufacturing establishment, a man to produce new articles for manufacture; line—mechanical Hardware and light machinery. Must be quick to see opening for new article and competent to design it. Trained mechanical engineer preferred. State fully past occupation and pay expected. Address "GOOD CHANCE," care HARDWARE, No 143 Chambers Street, New York.

Situations Wanted.

A YOUNG man (25), strong and active, wants a place as a salesman; has been thoroughly trained in the Hardware business; five years' service; is well educated, good and rapid penman, and of careful business habits; moderate compensation to begin. Address P. H., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman; any line; traveling or New York, by a young man with six years' experience in Hardware and electrical business. JOS P HITTORFF, No. 117 Chambers Street, New York.

SALESMAN (25), three good references covering eleven years' experience of good class house-furnishing and cabinet ironmongery; one year in West End of London. Address F. C., care HARDWARE, No. 143 Chambers Street, New York.

BUILDERS' Hardware salesman thoroughly experienced, wishes position with good house, where ability and good habits will be appreciated; am familiar with plans and specifications, and estimating on same, and am competent of taking entire charge of this department. Address D. A. R., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as house or road salesman 15 years in retail Hardware and stoves, a little in road work; best of references. Address L. B. 84, Castile, N. Y.

A YOUNG man, American (21) steady and of good habits, would like a situation in some good Hardware house; familiar with carpenters' tools; references. Address CARPENTER, No. 318 Thirteenth Street, Brooklyn, N. Y.

POSITION wanted by young man, age 25, seven years' experience in Hardware and cutlery importation; knowledge of French, and capable of acting as salesman or office manager. Address RELIABLE, care HARDWARE, No 143 Chambers Street New York

WANTED—A position by a young man having had ten years' practical experience in Hardware in all its branches. S. M. C., care HARDWARE, No. 143 Chambers Street, New York.

A THOROUGHLY reliable man of good business experience wants any kind of responsible position. Has special knowledge of bicycle trade CAREY, No. 500 West 166th Street, New York.

PRACTICAL mechanical engineer and foundryman thoroughly conversant with all details of engine, boiler and machinery, steam and water heating and ventilating, brass and iron foundry practice, etc. Good draughtsman. Accurate at figures and estimating, bookkeeping and accounting; capable of handling men; systematic and economical manager. Desires position with foundry or manufacturing concern. January 1, 1899 or sooner. Moderate salary. Good references. Please address E. W. D., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as salesman for manufacturing concern, or position in retail house; well up in specialties, tools and bicycles. Address "HARDWARE," No. 58 Belmont Avenue, Jersey City, N. J.

POSITION wanted by experienced bookkeeper and office man. Eight years with wholesale cutlery house, in charge of books, credits, collections and correspondence. Leaving on account of change in firm. Address T. E. T., No. 69 Pearl Street, Boston, Mass.

COMPETENT office-man (32), ten years' experience, first-class references, desires position, with chance for advancement, with wholesale Hardware house, or manufacturer. Salary to start, $10. "DOUBLE ENTRY," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (20) would like position in a A1 Hardware house, where he can make himself generally useful; is good penman and will go first as stock clerk, second as salesman. References from business houses abroad. Address GERMAN 350, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a position in the Hardware Trade or factory, 20 years' experience as bookkeeper, bill and entry clerk, 12 years with one firm; good reference from last employer. Address G. H. JACKSON, 76 Linden Avenue, Jersey City, N. J.

A GENTLEMAN, age 49, wishes a position as traveling salesman for some large Hardware house, with good salary or commission; of good address. Box 60, care HARDWARE, No. 143 Chambers Street, New York

SITUATION by an experienced metal pattern maker, familiar with modern shop practice, and competent to take charge. Address "PATTERN MAKER," No. 447 Norman Street Bridgeport, Conn.

WANTED by an experienced and capable retail Hardware and farm implement salesman a position by January 1, 1899. I am a good all around man and not afraid to work. West preferred. Address "A. D.," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as traveling salesman, by a young man; any line; salary or commission; seven years' experience in the Hardware, stove and implement business. Address A. B. C., Canton, Miss.

ELECTROPLATER, first-class, after September 18th wants position; do nickel, brass, bronze, gold, silver, in fact, all kinds of plating, and oxydized finishing in the market; was in charge of large concerns. Best recommendations. I set up plants. Am temperate and steady. Address Box No. 371, Garrettsville, Ohio.

I WOULD like a position where there is a chance to become a salesman. I can furnish best of references and guarantee satisfaction. If interested, address COMPETENT, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a place. Am twenty years old; have had one year's experience at tinners' trade, both inside and outside work. Good references. LOUIE S. DUSTIN, Cerro Gordo, Ill.

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Situations Wanted.

THOROUGH Hardware, mill and machinists' supply man desires position as store, city or road salesman. Will go anywhere. Sixteen years' experience Married. Strictly sober. A1 references. Address "HINGES," care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

AS superintendent, foreman or master mechanic, by a practical metal pattern maker. Posted on ornamental and complicated carved work. Competent to design dies, tools, jigs; to manufacture sheet metal and stamped goods, patented and builders' Hardware in malleable gray iron and brass. Will express working sketches and samples of work as references. Address "DIES AND TOOLS," care Cronin, No. 3645 Union Avenue, Chicago, Ill.

WANTED—Position as salesman. Thorough knowledge of builders' Hardware. Can estimate from plans, etc. Have a good trade following in New York and vicinity. No objections to the road. Address VULCAN, care HARDWARE No. 143 Chambers Street New York.

YOUNG man with twelve years' experience in retail Hardware stores, past eight years as buyer and manager, wants situation, either inside, or would arrange with manufacturers to handle lines sold to the Hardware trade, on commission. Address E. M. C., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGH Hardwareman, age 26, a hustler, A1 references desires position as house or road salesman; road preferred. F. W. M., care HARDWARE, No 143 Chambers Street, New York.

WANTED by a competent double entry bookkeeper and cashier, with an office experience of twelve years in the Hardware business, is open for engagement with wholesale or retail house, or manufacturing concern; age, 36; married; best of references as to habits, ability, etc. Address P. O. Box 73, Burlingame, Pa.

HARDWAREMAN, of fifteen years' experience, would like position in either wholesale or retail business. Well posted to buy or sell. Would prefer New England. Address C. D. M., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as buyer or manager; seven years' experience as such; well posted in Hardware, paints and oils Am 35 years of age and can furnish best references. Would travel if desired. W. F. D., No. 254 Mt. Pleasant Avenue, Newark, N. J.

SALESMAN—Young man; hustler; any line; salary or commission. B. LURIE, No. 179 East 107th Street, New York City.

SALESMAN who has sold the Hardware export and department store trade of New York and vicinity is open for engagement Would like to hear from manufacturer wanting a representative in above territory. Address H. P. F., care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

HARDWARE salesman with fifteen years' experience is desirous of making a change. Am familiar with all details of the business from the office to the road. Have an established trade in Greater New York and vicinity. Address NASSAU, care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

BICYCLE builder and competent repairer wants position with house handling bicycles; understands buying and selling Fittings and Sundries; also competent to superintend a bicycle factory, or would go on the road; twenty years' experience. Address G G, care Rose Bicycle Co, No. 139 Early Street, Providence, R. I.

SALESMAN, twelve years' experience in retail Hardware, stoves and house-furnishing goods; A1 New York City references as to ability and character. Age, 30 Am willing to go out of New York City. Address C. H. D., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE salesman, aged 26, wants position after July 1st. Familiar with sporting goods, also paints and oils. Highest recommendations. Address HARDWARE AND SPORTING GOODS, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in retail Hardware business; ten years' experience. Can speak French, Belgian and also some German. Best of references. Prefer to work in this State (Wisconsin). Address J. E. CRAITE, General Delivery, Milwaukee, Wis.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in a retail Hardware store by a sober young man who is energetic, honest and reliable; have had three years' experience. Can furnish the best of references. C. M. LESH, Americus, Kan

Side Line Wanted.

TRAVELING salesman wants good selling line on commission for Hardware, cycle or allied trades. Address F. F., care HARDWARE, No, 143 Chambers Street, New York.

AN A1 salesman wants a few lines of commission goods. Must be A No. 1 goods. Field: Ohio, Michigan, Indiana, Illinois and Kentucky. State commission. Address BOX 323, Thorntown Ind.

AN experienced commission traveling salesman now successfully handling several A1 lines, would like to add two or three others, providing terms, and goods are all right. Field: Michigan, Indiana and Ohio. Address "BEST TRADE," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

WANTED—Salesmen calling on the manufacturing trade to handle our line of high grade lubricating oils, greases and specialties as a side line. Good inducements to right parties. Write for particulars. THE A. F. VOAK OIL CO. Cleveland, Ohio.

SALESMAN, Eastern States; to take staple line of Hardware as side line, on commission, state territory. Address Box 66, care HARDWARE, No. 143 Chambers Street, New York.

STAPLE side line offered to traveling salesman with a good wholesale Southern or Western trade. Address R., No. 113 Miller Street, Newark, N. J.

SALESMAN wanted to sell as side line to Hardware plumbers and gas fitters Incandescent Gas Mantels; our prices are the lowest, and goods of highest candle power and durability. Big inducements for hustlers. Address W. G. TUCKER Co., No. 555 East 116th Street, New York City.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. Co, Rock Falls, Ill.

For Sale.

FOR sale—Patent and right to manufacture a globe pattern toy bank, very secure, novel construction and attractive; a good thing for the right party. Address A. K., No. 57 Rose Street, Newark, N. J.

A CLEAN up-to-date stock of Hardware, well assorted, good location, cheap rent; in a good, live Iowa town of 1000 inhabitants. Will invoice about $1200. Address, C. E. B., care of HARDWARE, No. 143 Chambers Street, New York.

FOR SALE—Right to manufacture desirable Hardware novelty under patent. Cheap, novel, useful, attractive. R E. H., care HARDWARE, No. 143 Chambers Street, New York.

FOR SALE—A clean, up-to-date stock of Hardware, well assorted; good location; cheap rent; in an Indiana gas town of 25 000 inhabitants; plenty of factories and hustle. Will invoice about $5000. No better town in United States. Address H., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

MANUFACTURERS of a good staple article or popular specialty, whose prices can meet competition, and who will entertain the subject of representation in New York and vicinity, will find it advantageous to correspond with subscriber, whose firm may prove suitable in experience and repute, and would make arrangement mutually profitable. EDWARD CHARLES, care HARDWARE, No. 143 Chambers Street, New York City.

WANTED—A few good specialties to market in connection with our own in the Middle and Western States on a strictly commission basis. Our main office in Cleveland, with a branch in Denver. Address "SPECIALTY," care HARDWARE, No. 113 Chambers Street, New York.

LIVE man (29) desires to represent manufacturers of small lines and specialties, suitable for the Hardware and house-furnishing trades. New York and vicinity. For particulars, address WM. SMITH, No. 718 Chauncey Street, Brooklyn, N. Y.

Agency Offered.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. Co., Cleveland, O, 823 Society for Savings.

Russian Agency.

RUSSIA.—The undersigned, who is a resident of Warsaw, Russia, this month in New York, desires to correspond with manufacturers with a view to introduce in Russian market. Address A. BARUCH, care of HARDWARE No. 113 Chambers Street, New York.

An Opportunity.

OWING to withdrawal of estate interest in a long established wholesale and retail Hardware business in one of the best New England cities, a connection is desired with some man of capital capable of taking charge of the financial and bookkeeping department of the business For particulars, address INTEGRITY, care HARDWARE, No. 143 Chambers Street, New York.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING BELLS.



CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.

ELECTRIC BELLS
—AND—
SUPPLIES FOR HARDWAREMEN.

For Catalogues address Dept. H.W.

PARTRICK, CARTER & WILKINS,
125 South Second St., - - PHILADELPHIA.

WATERBURY BRASS CO.,
60 Centre St., New York.
. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
OF ALL KINDS.

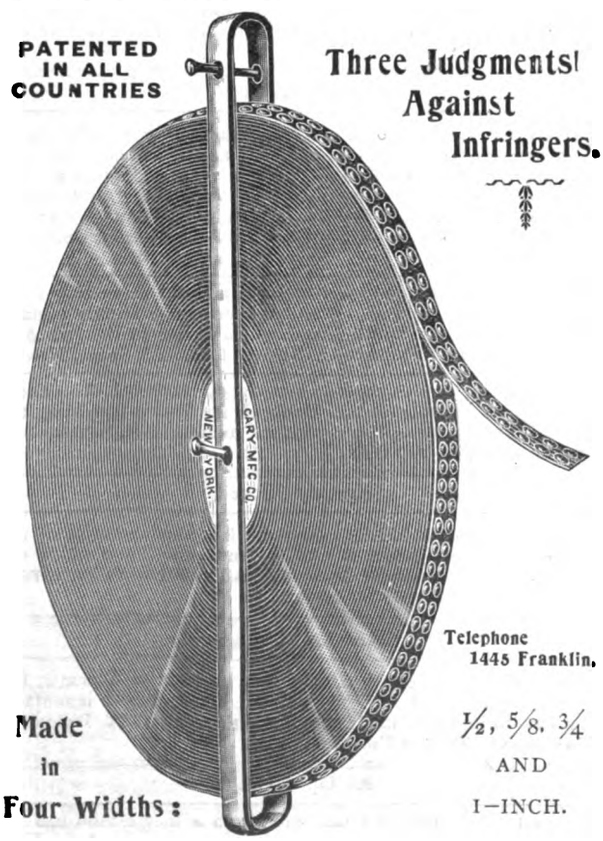
Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,
EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.

CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Three Judgments! Against Infringers.



Telephone 1445 Franklin.

Made in Four Widths: ½, 5/8, ¾ AND 1—INCH.

CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., ——NEW YORK.

Bar and Sheet Copper.

Weight in Pounds.

Thickness, or Diameter, or Size; Inches.	Sheets per Square Foot.	Square Bars 1 Foot Long.	Round Bars 1 Foot Long.	Thickness, or Diameter, or Size; Inches.	Sheets per Square Foot.	Square Bars 1 Foot Long.	Round Bars 1 Foot Long.
1-16	2.89	.015	.011	1 1-16	49.	4.35	3 41
⅛	5.75	.06	.056	⅛	52.	4.86	3 85
3-16	8.65	.134	.105	3-16	54 9	5.40	4.29
¼	11.48	.235	.187	¼	57 65	6.	4.73
5-16	14.36	.375	.295	5-16	60.5	6.60	5.20
⅜	17.23	.54	.424	⅜	53.45	7.27	5.70
7-16	20.19	.735	.575	7-16	66.35	7.90	6.28
½	23.1	.960	.75	½	69.3	8 64	6.80
9-16	26.	1.21	.95	9-16	72.15	9 28	7.30
⅝	28.85	1 51	1 17	⅝	75.1	10.15	8.
11-16	31.68	1.81	1.42	11-16	77 95	10 95	8.6
¾	34.57	2.15	1 7	¾	80.75	11 70	9.24
13-16	86.46	2.54	2.	13-16	83 60	12.60	9.85
⅞	40.39	2.95	2.3	⅞	86 58	13 46	10.58
15-16	43.27	3.47	2.64	15-16	09.45	14.25	11.25
1	43..5	3.84	3.01	2	93.25	15.35	12.

Bar and Sheet Brass.

WEIGHT IN POUNDS.

Thickness, or Diameter, or Size; Inches.	Sheets per Square Foot.	Square Bars 1 Foot Long.	Round Bars 1 Foot Long.	Thickness, or Diameter, or Size; Inches.	Sheets per Square Foot.	Square Bars 1 Foot Long.	Round Bars 1 Foot Long.
1-16	2.7	.015	.011	1 1-16	45.95	4.07	3.20
⅛	5.41	.055	.045	⅛	49.69	4.55	3.57
3-16	8.12	.125	.1	3-16	51.4	5.08	3.97
¼	10.76	.225	.175	¼	54.18	5.65	4.41
5-16	13.47	.350	.275	5-16	56.85	6.22	4.86
⅜	16.23	.51	.395	⅜	59.55	6.81	5.35
7-16	19.	.69	.54	7-16	62.25	7.45	5.85
½	21.67	.905	.71	½	65.	8.13	6.37
9-16	24.3	1.15	.9	9-16	67.75	8.83	6.92
⅝	27.12	1.4	1.1	⅝	70.35	9.55	7.48
11-16	29.77	1.73	1.35	11-16	73.	10.27	8.05
¾	32.43	2.05	1.60	¾	75.86	11.	8 65
13-16	35.18	2.4	1.85	13-16	78.52	11.82	9.29
⅞	37.85	2.75	2 15	⅞	71.25	72.68	9 95
15-16	40.55	3.15	2.48	15-16	84.	13.5	10.58
1	43.29	3.65	2.85	2	86.75	14.35	11.25

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters..... 40&12½%
Railroad.....

Ammunition—

CAPS, PERCUSSION—₩ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....35 37c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....2. @ 28c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$3.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00.....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....20&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40& 0&5@t & 10&10%
"Black Club," Black Powder... 4 &10& ½@10 10&5%
"Smokeless" Nitro Powder... 40& 0&10&10%
"Acme," Dense Nitro Powder... 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₩ 1000—
B.E., 11 up.60c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50
20&2%

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags ₩ bag.....$1.20
Drop Shot, sizes smaller than B, 5-lb bags, ₩ bag.....$ .30
Drop Shot, B and larger sizes, 25-lb bags. ₩ bag.....$1.45
Drop Shot, B and larger sizes, 5-lb bags, ₩ bag.....$ .35
Buck Shot, 25-lb bags, ₩ bag...$1.45
Buck Shot, 5-lb bags, ₩ bag...$ .35
Chilled Shot, 25-lb bags, ₩ bag $1.45
Chilled Shot, 5-lb bags ₩ bag...$ .35
Dust Shot, 25-lb bags, ₩ bag.....$2.00
Dust Shot, 5-lb bags, ₩ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1lb each.....75
Orange Duc king, Nos 1, 2, 3, 4, 5, in canisters of 1lb each.....45
Orange "Extra," F, FF FFF, in canisters of 1lb each.....25
F. FF, F F, in canisters of ½lb each.....15
F. FF, FFF, in canisters of ¼lb each.....12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25lb each.....8.00
No . 1, 2, 3, 4 5, in ½ kegs of 12½lb each.....4.25
Nos. 1 2, 3, 4, 5, in ¼ kegs of 6¼lb each.....2.25
Orange. Sporting, Nos. 1 and 2, in kegs of 25lb each.....5.00
Nos. 1, and 2, in ½ kegs of 12½lb each.....2.75
Nos. 1 and 2, in ¼ kegs, of 6¼lb each.....1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25lb each.....4.00
F, FF, FFF, in ½ kegs of 12½ each.....2.25
F, FF FFF in ¼ kegs of 6¼lb each.....1.25
Meal Powder, In kegs of 25lb each.....4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFFF, FFFFFF, FFFFFF, in kegs of 25lb each.....2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25lb each.....2.25
Blasting and Mining, "B," CC, C, F, FF FFF, FFFF, in kegs of 25lb each.....1.50
Fourth of July Powder, In kegs of 25lb each.....2.25
Laflin & Rand Smokeless, 10-Can Drums.....9.00
Sing e Canisters.....1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each.....45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each.....30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each.....45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each.....25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each.....15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each.....12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb.....4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb.....2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb.....4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb.....2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb.....1.25
"V. G. P." for Trap Shooting, in Kegs 25 lb.....4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb.....2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼.....1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb.....5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb.....2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb.....1.50
Mealed Powder, in Kegs, 25lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb.....2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb.....2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb.....1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder.....11.25
Quarter Kegs, equal in bulk to 6¼lb Black Powder.....5.75
Canisters, equal in bulk to 1lb Black Powder.....1.00
Discounts on application.

HARD GRAIN SMOKELESS—

TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks ₩ 1000.....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montross, Galien, Mich.:
Camp's Success.....₩ doz. $3.80
Galien Safety.....₩ doz. $3.75
Hartman's Pivot.....₩ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....₩ doz $3.25
Western.....₩ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₩ doz. pairs. .75
Burt n's, No 2....₩ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₩ doz. pairs.$1.00
Kohler's:
Invisible, No. 3.....₩ gro. $6.80
Perfect, No 2.....₩ gro. $7.00
Bolt Holder, No. 1.....₩ gro. $9.00

Anvils—

American "Horse-Shoe"...9½@9¾c
Armitage's Mouse Hole....8¾@9¼c
Eagle Anvils, ₩ lb 9c.....15@15&5%
Hay-Budden, Wrought....8¼@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8¼@9c
Trenton.....8½@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....75&10@80%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 32.70&10%
No. 10 Extension Lip....40@40&10%
No. K Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@60%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Jennings' Pattern.....70%
Snell's Car Bits.....60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓&5
Clark's small, $18.00.....50&10@60%
Clarks' Large, $26.00.....50&10@60%
Ives' Model, ₩ doz. $60....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—
Common.....₩ gro. $2.75@$3.25
Diamond ₩ doz. $1.25.....40&10%
Douglass'.....40&10@50%
C. E. Jennings & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood.40@40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse.....60&10&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&1 &5@70&5%
K. & F. Straight Shank..60&1 &10%
Morse Straight Shank.....60&10%
New Process.....60&10@70%
Standard.....60&10@70%
Syracuse.....60&10@7 %
W. & B Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....40@40&10%
Watrous'.....40%

Awl and Auger Handles—
See Handles.

Awls—
Handled Brad, ₩ gr.....$3 00@$3.25
H'ld Scratch ₩ gr.....$3.50@$4.00
Pat. Peg ₩ gr.....33@35c
Sewing, Com.....₩ gro., 85c@$1.00
Should. Peg ₩ gr.....$1.35@$1.45
Shouldered Brad. ₩ gr...$1.50@$1.65
Socket Scratch ₩ doz....$1.00@$1.10
Stanley Rule & Level:
Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Seats—
Aiken's Awls and Tools:
No. 10 ₩ doz. $7.50; No. 20, ₩ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $12; 4, $12; 5, $18..15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₩ dozen net.
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.5.....40&10%

Axes—
First quality, best brands.$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₩ doz.

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 40&12½@50%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....50%
D. Simmons & Co..
Broad.....50&5%
Shingling and Claw.....50&5%
Lath, Hunters' etc.....50&5%

Balances—
Chatillon's:

No.	2000	20	30
₩ doz.	75c	85c	$1.65 net

Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24lb.....₩ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—
National.....80%

Beef Shavers—
Enterprise:
Japanned, each, $6.50.....20%
Tinned, each, $7.50.....20%

Bells—
HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....60%
New Departure.....45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....60&10%
Western, Sargent's list.....75%

Bellows—
Blacksmith's.....70@70&10%
Hand.....50&5@50&5%
Moulders.....50&5@50&5%

Belting, Rubber—
Boston Belting Co.;
"Boston".....50&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..⅌ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ⅌ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....⅌ pair, $6.50
W. & P.....⅌ pair, $7.00

Bit Holders—

Angular.....40&5@40&10%
Extension:
Barber's, ⅌ doz. $15.00.....45%
Ives'⅌ doz. $30.00.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..⅌ doz. $2..33⅓@33⅓&10%
Excelsior..⅌ doz. $10.00....50&10&2%
N rth's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ⅌ gro. sets.....$5.50
Gorhans Improved Star Tenon ⅌ gro. $1.00.....25%
Merriman's Brass Lever ⅌ gr. $15.00
Merriman's Iron Lever ⅌ gr...$9.00
Millers Falls ⅌ set $1.00.....15&10%
Security Gravity ⅌ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ⅌ gr.....$9 00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70& 10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60& 10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10 @70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10&5%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list.. 60&10&5@70%
Wrought Shutter, Sargent's list.. 60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &c.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@80%
Norway Iron, list Oct. '84..75&10@ 75&10&5%
Phila., Eagle, list $3.00.85&10@85&15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96, 80%
Bay State, Fluted.....80%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '83...75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....80%

MISCELLANEOUS—

Sink.....80%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....20%

Borers, Bung—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $2.50 each
Ive's.....33⅓&5%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'.....	$2.50	$3.00
Jennings'.....	3.50	$3.00
Millers Falls.....		7.50 15&10%
Snell's. Rice's Pat.	3.50	$2.75

Bow Pins—

1¼ inch, ⅌ gro.....$4.50@$5.00
1inch, ⅌ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty...70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....90&10@90&20%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....25@33%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@ 40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75& &10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10 @50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....⅌ gross $1.75@$1.90
Goodell's Acme.....⅌ gr. $6.00
No. 5, Iron Handle.⅌ gr....$2.00@2.25
Sardine Scissors...⅌ doz. $2.0 @2 25
Sardine Scissors, Forged Steel, ⅌ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2 50.....70&10%
Universal, ⅌ doz. $3.00.....55&5%

Cards—

Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ⅌ doz. 75@80c
Cast Steel, Polished.....⅌ doz. $2.25
Socket.....⅌ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Amer. Queen. } Cyco-Bearing
Crystal..... } Cyco-Bearing
Gold Medal.... } Cyco-Bearing
Grand..... } Cyco-Bearing
Grand Rapids. } Cyco-Bearing
Hall..... } Cyco-Bearing
Prize..... } Cyco-Bearing
Premier..... } Cyco-Bearing
Superior..... } Cyco-Bearing
Welcome..... } Cyco-Bearing
⅌ doz. $37.00
⅌ doz. $36.00
⅌ doz. $24.00
⅌ doz. $36.00
⅌ doz. $22.00
⅌ doz. $60.00
⅌ doz. $24.00
⅌ doz. $24.00
⅌ doz. $24.00
⅌ doz $24.00
Crown Jewel, japan finish, ⅌ doz $19.00
Crown Jewel, nickel, ⅌ doz. $21.00
Furniture Protector, Japan.....⅌ doz. $22.00
Furniture Protector, Nickel.....⅌ doz. $24.00
"Standard A," Jap...⅌ doz. $20.00
"Standard A," Nick..⅌ doz. $23.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....⅌ doz. $2.00
Child's.....⅌ doz. $2.50
Little Daisy.....⅌ doz. $1.50
Little Jewel.....⅌ doz. $6.00
Little Queen.....⅌ doz. $3.50
Misses.....⅌ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ⅌ doz. net $18.00
"Criterion," ⅌ doz. net.....$16.00
"Popular," ⅌ doz. net.....$12.00
"Sovereign," Jap. ⅌ doz. net.$17.00
"Sovereign," Nic. ⅌ doz. net $19.00
Goshen Sweeper Co: New Prices Per Doz.
Goshen's Junior.....$ 9 00
Eureka.....$12 00
Ladies' Friend No. 1.....$16.00
Ladies' Friend No. 2.....$16 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap.....$18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap.....$19.00
Banner, Broom Action, Jap.$2 00
Banner, Broom-Action, Nic.$ 2.00
Reliable, Broom-Action, Jap.$20.00
Reliable, Broom-Action, Nic.$22.00
Rapid, Broom Action, Jap..$20.00
Rapid, Broom-Action, Nic...$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam-Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam-Action, Nic.....$24.00
Common Sense, Cam-Action, Nic.....$24 00
Our Best, Cam-Action, Nic..$24.00
Majestic, Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$25.00
Model, Cam-Action, Nic.....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72 00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....60@60 &10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, in 1000 pound lots.
3-16 ¼ 5-16 ⅜ 7-16 ½ ⅝ ¾
$6.01 4.25 3.25 2.90 2.75 2.65 2.45 2.40
Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&5%
Covert's Heel Chains.....45&5%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10c&c@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....80%

Cherry Stoners—

Enterprise.....25%
Family.....net ⅌ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....T@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Witherby.....
} 40&10%
C. E. Jennings & Co. No 70...25&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

COLD CHISELS—

Good quality, ⅌ lb.....14c@16c
Snell's Best C. S.....50&10%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....40%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Dril Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati....15&10@ 15&10&10%
Adjustable, Hammers.....30%
Adjustable, Stearns'.....80@80&10%
Cabinet Makers, Sargent's...45&10 @40&10%
Carpenters', Cincinnati....15&10@ 15&10&10%
Carriage Makers', Sargent's.. 50&10@50&10&5%
Carriage Makers' P. S. & W. Co.. 40&10%
R. I. Tool Co.'s Wrought Iron....25%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....⅌ doz. $3.25
Star Shank.....⅌ doz. $3.75
Star Socket.....⅌ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $8.75...15%

TOILET—

Chicago Flexible Shaft Co.'s:
Handy.....⅌ doz $7.20 net
Mascott.....⅌ doz. $8.40 net
Monitor.....⅌ doz. $9.00 net
Stewart Pat.....⅌ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co.. 15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretsinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—

Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96.....25&10%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—

Electric Door Opener, complete, $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....33⅓&10%
Torrey's Rod, 39 in. ₩ doz $1.20@1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@80&5%
Ohio Tool Co.....75&10&5@80&5%
P. S. & W.....75&10&5@80&5%
Witherby.....75&10&5@80&5%
Watrous.....30&10@40%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size...₩ doz. $2.00
Paine, Diehl & Co.'s Keystone 33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.00
Dover, No. 10.....₩ gro. $5 50
Dover, Steel Handle No. 10, ₩ gro.....$5.50
Dover, Extra Heavy, No. 15, ₩ gro.....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$8.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.6 c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt .....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking.. $21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50 each.
Zincs, Leclanche.....40c. each. Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, CF FF.
Kegs, ₩ lb.	4½c	5c	3c
½ kegs, ₩ lb.	4½c	5½c	3½c
¼ kegs, ₩ lb.	5c	5½c	3½c
10 lb cans, 10 in case....	6c	6½c	5½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—

No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—

Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—

Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand." Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@30&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Filters—

Seed's Water Filters:
A 1, $4.00 No. 2, $2.50 No. 3, $1.50 No. 4, $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay.....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&2 %
Columbia, Spading.....75&5&2%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....70&12½%
Victor, Manure, 4 tines.....70&12½%
Victor, Manure, 6 tines.....70&20%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.....	0	1	2	3	4
₩ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₩ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse....₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse, ₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—

Gem.....₩ doz. $3.50
In lots of 3 doz.....₩ doz. $3.25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch..... .....33⅓%
Clapboard.....95&10%
Marking, Mortise, &c..60&10@60& 10&10%
Stanley's.....60&10%
Stanley's Chisel.....37&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ₩ doz $2.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25%
Rotary Nutmeg.....₩ gro. $9.00

Grindstone Fixtures—

Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co.....45&2%
Covert's Saddlery Works:
'96 List.....60&20%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....50&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....50%
Sargent's New List.....45@50%
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 35c
Over 5 lb.....₩ lb 30c
80@80&10%
Wilkinson's Smiths....9½c@10c₩ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb:

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.08	1.35	1.50

60&10@70%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....60&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....60&10@60%
Japanned, with Nuts....$1.65
Japanned, with Plate....$1.10
Japanned, without Plate....85c

DOOR PULL—
Bar....60@60&10%
Barn Door....60&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 & 10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—
Auger, assorted....⅌ gr. $3.25@3.50
Auger, large....⅌ gr. $3.00@3.25
Auger, Douglass', Pat. ⅌ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 33⅓....40%
Auger, Swan's, Pat. ⅌ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....⅌ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....⅌ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ⅌ gr. $2.25@2.50
Firmer Chisel, Apple large ⅌ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ⅌ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ⅌ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ⅌ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&5%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@60%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—
Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00....50&10%
Best Anti-Friction.50&10@60&10&5%
Challenge, Barn Door....30%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00....70@70&10%
Cronk's Steel cov'd Loose Axle. 60&10@70&20%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60&10%
Covered....60&10%
No. 50....60 & 5%
New Model....40&10%
Parlor, Standard....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $14.00, ⅌ dozen pairs....60&10%
Richards' Single Track, Steel.60&10%
Stearns' Challenge....50@50&5%
Stowell Mfg. Co.'s Barn Door
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....50&10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....50&10%
Wild West....50&5%
Zenith, for Wood Track....50&5%
Baggage Car Door....(.33⅓%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00....60&10&2½%
Warner's Pat....30&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ⅌ doz....40&10%
Wrought....85&10&5@90%
Wrought, Stanley....85&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....$6.00
Wadsworth's....40&5@40&5@7½%

Hinges—
WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 23 and 24 50&10@50&10&5%
Rolled Plate, Rolled Raised } 70&10@70&10&5%
Plate Hinges "Providence" 6 to 12 in. ⅌ D., 5c. 14 to 36 in. ⅌ D. 4c.
Screw Hook and Strap. { 6 to 12 in., ⅌ D. 2½c; 14 to 30 in., ⅌ D. 3½c; 32 to 36 in., ⅌ D. 5 c

STRAP AND T HINGES—
Light Strap Hinges.75&10&5@75& 10&5&10%
Heavy Strap Hinges.60&10@60& 10 &10%
Light T Hinges....7 @7(&10%
Heavy T Hinges ..75&5@75&10&5%
Extra Heavy T Hinges..80@80 &10%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps....60&10@60&10&10%
Crate Hasps....60&10@60&10&10%
Crate Hinges....75&10&5%

SPRING HINGES—
Bommer's....40%
Bardsley's Patent Checking....15%
Chicago....30%
Champion....60%
Kell's American....30%
Matchless, Double Acting....25%
New Idea, No. 1, ⅌ gro....$7.50
New Idea, No. 2, ⅌ gro....$18.00
Rex....⅌ gr. $13.00
Royal Japanned....66⅔%
Rubber....66⅔%
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....30%
Union Mfg. Co....25%
VanWagoner & Williams Hdw. Co.:
Acme....30&5%
American....30%
Columbia, No. 14....⅌ gro. $8.00
Columbia, No. 18....⅌ gro. $24.00
Crown....30%
Gem....30%
Knoxall....⅌ gro. $9.00
Oxford....30%
Wiles' No. 1, ⅌ gr., $16.00; No. 2, $12.00

GATE HINGES—
Automatic....⅌ doz $12.50, 50%
Clark's Nos. 1, 2, 3....70@70&10&5%
N. E...⅌ doz $7.80....60@60&10%
N. E. Reversible....⅌ doz $5.60 60@60&10%
N. Y. State..⅌ doz $4.20..60@60&10%
Shepard's Nos. 1, 2, 3, 60&10@60&10 &5%
Western, ⅌ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....60&10%
Mortise Gravity....50%
Nos. 1, 3, 5....30&10%
Nos. 40 and 50....5%
Huffer....50&10@50&10&10%
Parker....75@75&10%
Sargent's Nos. 1, 2, 3, 5, 11, 12, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....60&10%
Buffalo Gravity Locking, Nos. 1, 2 and 3....60&10&5%
Champion Gravity Locking, No. 75....60&10&10%
1868, Old Pat'n, Nos. 1, 2 and 3, 60&10%
Tip Pattern, Nos. 1, 2 and 3, 60 & 10&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103....60%
Niagara Gravity Locking, Nos 1, 2 and 3....60 & 10%
Noiseless, Nos 50, 60, 65 and 55.60%
O. S. Lull & Porter....60&10&5%
Pioneer, Nos. 000, 45 and 5½....75&5%
Steam eat Gravity Locking, No. 10....60&10&5%
Stenger's Noiseless....75%
Mortise Gravity....50%
Stanley's Steel Gravity Blind Hinges, ⅌ doz. sets $1.30....40&10%

Hitching Cords—
Covert Mfg. Co....45%

Hoes—
HANDLED—
Crescent Cultivator, 6 in. ⅌ doz. $3.50 net
Crescent Cultivator, 7 in. ⅌ doz. $3.75 net
Crescent Double-Bit ⅌ doz. $4.00 net
Crucible Cut-Easy..⅌ doz. $4 50 net
Cotton....60&10%
Dunlap's Boys', Ladies', Toy....30%
Garden....30%
Ladies' and Boys'....50&5%
Mortar....75&25%
Iowa Crucible Socket....75&20%
Magic....⅌ doz $4.00
Mattock Hoe....⅌ doz. $3.75 net
Planter's....30&15%
Texas Cut-Easy....⅌ doz. $4.25 net
Warren Hoe....60&10%
Weeding....75&5%

HYB—
American Axe & Tool Co....70%
Grub....75@75&10%
Lane's:
Crescent Planters Pat....45&5%
Razor Blade, Scovil Pat....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil....30@30%

Hog Rings and Ringers—
Hill's:
Rings....⅌ gr. boxes..$3.00@3.25
Ringers....⅌ doz. 50@55c
Kohlers, Horse Nail, Ringers. ⅌ doz. $2.00
Perfect Rings....⅌ gro. $7.00@$7.50
Perfect Ringers....⅌ doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—
IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Peerless Enameled-Ware...70&10%
Crystal Steel-Ware....60&10%
Blue and White-Ware....60&10%
White-Ware....35&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10@70%
Unground....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....63⅓@65%
Maslin Kettles....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&10&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—
BUSH—
Jennings & Griffin's....40&10%
Light ⅌ doz. $5.00; Medium ⅌ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...50&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....60&10%
Chandelier....70%
Clothes Line, Sargent's list...5 &10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....⅌ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works....30%
Hammock Hooks, E. C. Stearns, ⅌ doz....60c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....33⅓%

WIRE—
Atlas Coat and Hat....50&10%
Belt....60&10%
Handy Coat and Hat....70%
Steady Ceiling....70%
Wire Coat and Hat, Acme....60&10%
Wire Coat and Hat, Gem....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works: Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....70&10%
Hooks and Eyes—Mal. Iron....75%
Cotton, Box and Hay....60%

Horse Clippers—
See Clippers.

Horse Nails—
Nos.	6	7	8	9	10	
A. C.	25c	25c	25c	21c	21c.	40&10%

American, all sizes, 2½c....net
Ausable....23c 23c 23c 24c 23c. 60&10&5%
Anchor....23c 21c 23c 19c 18c....40%
C. B. K....23c 23c 23c 21c. 21c 40%
Capewell....19c 18c 17c 16c 16c..10&5%
Champlain..23c 23c 23c 24c 23c 40&5&2%
Clinton Fin.19c 17c 16c 15c 14c. 30&10&5%
Essex....25c 25c 25c 24c 23c. 40&10@30%
Lyra....2½c 2½c 2½c 2½c 2½c., net
Maud S....23c 23c 23c 21c. 21c 70&10&5%
Northw't'n.25c 25c 23c 21c 20c. 35@35&5%
Putnam....25c 21c 20c 19c 18c....35%
Snowden, 2½c 2½c 2½c 2½c 2½c., net
Vulcan....23c 21c 20c 19c 18c....35%

Horse Shoes—
HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb's..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, ⅌ set, $1.50
Hartford Side-Weight, Extra Light....$7.50@$7.80
Hartford Side-Weight, Light and Medium....$6.50@$7.00
Perkins Improved Snow....⅌ [illegible]
W. & B. Rubber Pad....⅌ set, $2.50

MULE—
Add 50c ⅌ keg to above prices.

Horse Ties—
Covert Mfg. Co....45%

Hose, Rubber—
Boston Belting Co.:
"Boston"....60&10&5%
"Imperial"....50&5%
Competition....70@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....40&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....⅌ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....⅌ doz. $12 00
Ice Crusher, No 3, ⅌ doz. $3.00
Ice Crusher, No. 2, ⅌ doz. $4.00
Ice Crusher, No. 1, ⅌ doz. $5.00
Ice Tools....⅌ doz. $4.00
Sargent's Ice Awls....
Snell's....
Star....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 22, ⅌ doz. $6.00....
No. 24....⅌ doz. $15.00....

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—
Ames':
Bread Knives. ⅌ doz. $1.50....20@25%
Butcher Knives....25@25&10%
Shoe Knives....25@30%
Dunlap Kitchen and Bird Knives 25%
Foster Bros.' Butcher, &c....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, ¾ in. Bead, ⅌ gr....$1.25@$1.50
Carriage, Jap....⅌ gro. 30c, 60&10%
Door Knobs, Hemacite....60&10%
Door Mineral....⅌ doz. 60@65c
Door Por. Jap'd....⅌ doz. 65@70c
Door Por. Nickel....⅌ doz. $1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's....60&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '98, 40%

Lace Leather—
John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ⅌ ft. 12c
Tanned Side Lace....⅌ ft. 12c
Cut Lacings, ¼ in., ⅌ 100 ft....$1 00
Cut Lacings, 5/16 in., ⅌ 100 ft. $1.25
Cut Lacings, ⅜ in., ⅌ 100 ft....$1.50
Cut Lacings, ½ in., ⅌ 100 ft....$2.00
Cut Lacings, ⅝ in., ⅌ 100 ft....$2.75
Cut Lacings, ¾ in., ⅌ 100 ft....$3.25
Discount from list, 60%

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Latches—
Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—
Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A., (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:

12 in.	14 in.	16 in.
$6 00	$6.25	$6.50 each net

Pennsylvania....60&10%
Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—
Enterprise....25%
Gibbs' Arc....℔ doz. $10.00
Gibbs' Hustler....℔ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:

No. 1,	No. 2,	No. 3,
℔ doz.	$12.00	$15.00	$24.00..35%

Lead Pipe, &c.—
Lead Pipe....℔ ℔ 6c
Lead Pipe, Tin Lined....℔ ℔ 12½c
Block Tin Pipe....℔ ℔ 22c
Sheet Lead....℔ ℔ 7c
Quantity discount 20%

Lemon Squeezers—
Berger Bros. ℔ doz. 8-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ℔ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ℔ doz. $9.60
Jennings' Star...℔ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$3.25@$3.50
Porc. Lined, Wood....℔ doz. $6.00 30&10@40%
Wood, Common ℔ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@& &10%
Sargent's....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon....25&10%
Iron Bench, new design....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's..50%
Cotton Chalk, 20 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 5....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $5.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gro....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.—
Barnes Mfg Co....40@40&10%
Branford Lock Co....net prices
Champion Night Latches....40%
Dietz Flat Key....30%
Mallory, Wheeler & Co...60&10@70%
Norwalk Lock Co....60&10%
Plate....33⅓%
R. & E. Mfg. Co....60&10@70%
Reading Hdw. Co....60@60&10%
Sargent & Co....60&10@60&10&10%
Slaymaker, Barry Co's:
Corrugated Key Latch....35&5%
All other Night Latches....40%
Yale....net prices
CABINET—
Barnes Mfg. Co....40@40&10%
Dietz:
Nos. 22 to 39....40%
Nos. 41 to 78....45%
Nos. 87 to 96....30%
Eagle Lock Co....45%
Yale....45&2%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Barnes Mfg. Co....50@50&10%
Champion....40%
A. E. Dietz....40%
Eagle....40%
Scandinavian....90&40@90&40&10%
Smith & Egge Bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....net prices
TRUNK—
Corbin's....25%
Eagle....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—
Regular list....70&10@75%

Meat Cutters—
American....30%

Nos....	1	2	3	4	8	5
Each..	$5	$7	$10	$25	$50	$60

Dixon's....℔ doz 33⅓%

Nos.....	1	2	3	4
	$14	$17	$19	$30

Enterprise....25%

Nos....	10	12	22	32	42
Each...	$3	$3.50	$4	$6	$15

Hales Pattern ℔ doz....70@70&5%

Nos....	11	12	13
	$27	$33	$45

Home No. 1..℔ doz $26....60%
Little Giant....50&10%

Nos.	305	310	312	320	322
	$35	$48	$44	$72	$68

Miles' Challenge ℔ doz...45@45&10%

Nos....	1	2	3
	$22	$30	$40

Perfection....net
Woodruff's ℔ doz....33⅓%

Nos....	100	150
	$15	$18

Beef Shavers (Enterprise)....25@30%
Chadborn's Smoked Beef Cutter, ℔ doz $30.00

Meat Juice Extractors—
Enterprise....25%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ℔ ℔..25c
No Name....℔ ℔..15c
Mystic....℔ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat....℔ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—
Matchless (Canton, O.), ℔ doz.$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896....87½&10%
PICTURE—
Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze....10%
China....25%
Fire Gilt....10%
Plain....40%

Nail Pullers—
Black Hawk, per doz....$9 00
Eclipse....℔ doz $18.00, 25&10&10%
Giant, No. 1, ℔ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....℔ doz $18.00, 20%
National....℔ doz. $24 00, 40%
Pelican....℔ doz $9.00, 15&10%
Scranton No. 2....℔ doz. $10.00
Scranton No. 3....℔ doz. $9.00

Nail Sets—
Buck Bros....27½%
Cannon's Diam'd Point ℔ gr. $12, 25%
Humason's....50&10%
Hunters' Cup Point Knurled....℔ gro. $10.00
Hunters' Cup Point, Plain....℔ gro. $9.00
Octagon....℔ gro. $4.00@$4 75
Round, assorted....℔ gr. $3.00@3.25
Square....℔ gr. $4.00@$4.25
Snell's, Knurled....60&10%

Nippers—
Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—
Acme, Japanned, ℔ gross $30.00..40%
Acme, Nickel Plated, ℔ gro. $3..00 20%
Turner & Seymour Mfg. Co....50%

Nuts—
Cold Punched, Square, off list. $5 90
Hex, off list....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list....$7.20

Oilers—
Brass and Copper..50&10@50&10&5%
Cushman & Denison's:
Pocket Oilers....℔ doz. $1.55
Star Pocket Oilers....75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable, Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ℔ ℔....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ℔ ℔....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ℔ ℔:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ℔ ℔....70
Discount 33⅓&.
Pike's Washita Mounted No. 1:
8x2, ℔ doz....$12.00
7x2, " 11 00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ℔ ℔....24
" 2x2x½, extra selected..40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston"....60%
"Excelsior" Self-Vulcanizing, per ℔ 70c....40%
Boston "Phœnix" Red Sheet, per ℔....50c.net
Extra....60&5@60&10&5%
Standard, Fair Quality..70&10@75%
MISCELLANEOUS—
American Packing....9c@10c ℔ ℔
Cotton Packing....14c@15c ℔ ℔
Italian Packing....11c@12c ℔ ℔
Jute....5½c@6c ℔ ℔
Russian Packing....12½c@14c ℔ ℔

Padlocks—
See Locks.

Parers—
APPLE—
Advance....℔ doz $4.50
Baldwin....℔ doz 5.00
Bonanza....each 5.00
Daisy....℔ doz 3.50
Dandy....each 7.50
Eureka, 1888....each 16.00
Family Bay State....℔ doz 12.00
Favorite....℔ doz 5.00
Gold Medal....℔ doz 4.00
Ideal....℔ doz 4.00
Improved Bay State.℔ dz..$27@30.00
Little Star....℔ doz 4.00
Monarch....℔ doz 13.50
New Lightning....℔ doz 5.50
Oriole....℔ doz 4.00
Penn....℔ doz 3.00
Perfection....℔ doz 4.00
Reading, 72....℔ doz 4.00
Reading, 78....℔ doz 7.00
Rocking Table....℔ doz 5.50
Scott's Pat. Rotary, ℔ doz $15.00, 20%
Turntable....℔ doz 4.50
Victor....℔ doz 13.50
Waverly....℔ doz 3.75
White Mountain....℔ doz 4.00
POTATO—
Saratoga....℔ doz 5.50
White Mountain....℔ doz $4.50

Pencils—
Dixon's:
Carpenters'....℔ gr. $2.25@7.75
Carpenter, Blue or Red Lead....℔ gro. 4.0 @7.50
Lead....℔ gro. 2 18@4.38
Lumber....℔ gro. 6.87
Mascot, Hexagon....℔ gro. 3.75
Mascot, Round....℔ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....70&10@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10 @6[illegible]%
Bench, First Quality....50@50&10%
Bench, Second Quality....60%
C. E. Jennings & Co....50&10%
Molding....40&10%
IRON PLANES—
Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron....5 &10%
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10@60%
Miscellaneous....25&10%
Steer's Iron Planes..50&10@50&10&5
PLANE IRONS—
Auburn "Thistle"....
Ohio....
Sandusky....
} 30&10@40%
Buck Bros....30%
Butcher's....$5.00@$5.25 to &
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & I. J. White....20&5@25%

Pliers and Nippers—
Button's....70@70&10%
Carew's Pat. Wire Cutters....25%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ℔ doz $12 00....5%
Flat and Round Nose,....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat Pliers....50%
Hall's Nippers, ℔ doz., No. 2, 5 in. $13 50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ℔ doz $12.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....50%
Pocket Levels....70&10@75%
Stanley's....75&10%
Stanley's Duplex....25&10&10%
Wood's Extension Sight....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's....25%

Polish, Metal—
Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—
Dixon's Plumbago....℔ ℔ 8c
Joseph Dixon's....℔ gro $5.75, 10%
Gem....℔ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt.. ℔ doz. $ .75; ℔ gr. $6.50
1½ qt. ℔ doz. $ .85; ℔ gr. $8.00
2 qt.. ℔ doz. $1 15; ℔ gr. $12 00
} 10@15%
Quincy Corn Popper, 1 qt., ℔ doz. $3 00; 2 qt., $4 00....33⅓%

Post Hole Diggers—
Kohler's:
Little Giant, No. 12...℔ doz. $12 00
Hercules, No 25....℔ doz $11.00
Invincible, No 6....℔ doz. $10.00
Pioneer, No. 714....℔ doz. $ 9.00
Lever, No 20....℔ doz $12.00
Universal, No 49....℔ doz. $ 4.00
Newcomplete, No.37 ℔ doz. $ 7.00
Iron Handle, No. 38..℔ doz. $ 5.00
Ryan's....℔ doz., $20.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses,

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓&5
Cronk's Heavy Pattern, ₱ doz., $3.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook....₱ doz $12.00, 25@25&10%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₱ doz. $3 50
American, No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears. 60%
Pruning Shears, Henry's Pat. ₱ doz.....$2.50@2.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades75&10@80%
Pitcher Spout, Cheaper goods. 60&5@60&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 3½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 108, Fig. 448, 3 in. Lift Pump.....$10.00
No. 108, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 226, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$18.50
No. 235, Fig. 402, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 260 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50@55%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....60%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

	½	⅝	¾
Barn Door, Light, In.			
Per 100 feet.....	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₱ foot.....3¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c

B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet.	$1.60	2.00	2.50

Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
Competition.....₱ foot, 3½c
Common.....₱ foot, 2¼c
Double Braced.....₱ foot, 2½c
Lanes' O. N. T.....₱ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 3c
Sliding Door, Wr't Brass, 1½ in. ₱ ft, 35c.....30&10@40&5%
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot. 60&10&2½%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3 2 @$3.40
Lawn Queen, Impr'd, net ₱ doz. $3.3 @$3.50
Catch All...net ₱ doz. $3.15@$3.25
Jumbo.....net ₱ doz. $7.0 @$9.00
Paragon....net ₱ doz. $3.85@$3 00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓&5

Rasps, Horse—

New Nicholson Horse Rasp..70&10%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....30%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30&10%
Bronze-plate.....40%
Nickel plated.....40&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....50%
Hose with Burrs.....50%
Burrs only.....40%

IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....80%
Thousand, in bulk.....80&5%
Thousand, in papers.....8 &5%
Coopers, in bulk.....80%
Block, and Carriage, in papers.80%
Hame.....80%
Belt with burrs, tinned or copper.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₱ doz. $1.00 net
Screw Stay.....& doz. 60c net

Rope—

Cotton Rope, Best, ¼ in. and larger.....₱ ℔ 13 @14c
Medium, ¼ in. and larger.....₱ ℔ 10 @12c
Common, ¼ in. and larger.....₱ ℔ 8½@10c
Jute Rope.....₱ ℔ 5 @5½c
Manila:
7-16 in. and larger.....₱ ℔ 10¼c
½ in.....₱ ℔ 10¾c
⅜ and 5-16 in.....₱ ℔ 11¼c
Hay Rope, Med.....₱ ℔ 10¼c
Sisal, ½ in.....₱ ℔ 9¾c
¼ and 5-16 in.....₱ ℔ 10¼c
7-16 in. & larger.....₱ ℔ 9¾c
Med. L'th Y'rn.....₱ ℔ 8¾c
Hay Rope.....₱ ℔ 9¼c

Rules—

Athol, Steel.....33⅓&5
Boxwood.....80&10&10&10%
Ivory.....50&10@50&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—

Chinese Laundry.....₱ ℔ 4@4½c
Chinese Sad.....3¼@3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ℔ 2¼@2¼c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.50
No. E 50, nickel-plated, size 1, 2 or 3 without handles, ₱ doz. $4.00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.00
No. E 55, plain polished, size 1, 2 or 3 without handles, ₱ doz. $3.50
No E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₱ doz.....$7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₱ doz. $4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₱ doz $9.80
No. E 60, nickel-plated, size 4, without handles, ₱ doz.....$6.80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₱ doz. $4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.80
No. E 65, plain polished, size 4, without handles.....$5.80
The "Best" Handles, with Forged Iron Stretchers, ₱ doz.....$2.50
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ℔ 3@3½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₱ ℔ 16c
Cable Laid Russia....₱ ℔ 13½c@14c
Common India.....₱ ℔ 8½c@ 9c
Common Russia Sash. ₱ ℔ 12½c@13c
Patent India.....₱ ℔ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ℔ 30c
"Samson" Braided Drab, Cotton.....₱ ℔ 35c
"Samson" Braided Italian Hemp.....₱ ℔ 33c
"Samson" Braided Linen, ₱ ℔ 55c
Silver Lake:
A Quality, Drab.....₱ ℔ 40c. 15@15&7½%
A Quality, White.....₱ ℔ 3.c. 15@15&7½%
B Quality, Drab, ₱ ℔ 35c.....15@15&7½%
B Quality, White ₱ ℔ 30c.....15@15&7½%
White Cotton Braided, ₱ ℔ .31c@33c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔&5

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent.....66⅔&5
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McFarlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....30%
Red, Polished and Varnished...₱ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets, ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓&5
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 8 and 4, $22.00; No. 5, $21.00.....40&20%
Richardson's 25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@6.00
Union Platform Plain...$2.00@$2.10
Striped.....$2.15@$2.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 13, '98.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $2.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....30%

Screw Drivers—

Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....50@50&10
Pat. Excelsior.....50&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50%
Howard-Allard.....50&10&5%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....60&10%

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Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....⅌ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 86.....75&10%
Stell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ⅌ doz.....$1.00 } 40%
Gem, ⅌ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....85%
Brass, Round Head.....82½%
Bronze, Flat Head.....82½%
Bronze, Round Head.....80%
Coppered, Flat Head.....85%
Coppered, Round Head.....80%
Drive Screws, Diamond Point.87½%
Iron, Bright Flat Head.....87½%
Iron, Br't R'd & Oval Head.....85%
Nickel Plated, Iron Flat Head..82½%
Nickel Plated, Iron R'd Head..82½%
Silver Plated, Iron Flat Head....70%
Silver Plated, Iron Round Head.75%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ⅌ doz., 1 in., $2.75; 1⅛, $3.00; 1¼, $3.50
Bench, Wood, Beech, ⅌ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's,..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ⅌ Set.....$2.25
Surrey, No. 9, ⅌ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ⅌ doz.$3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks& Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1882.50&10@50&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 18, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ⅌ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...⅌ doz. $1.75; ⅌ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....⅌ gro. $15.00@$18.00
2 Knives.....⅌ gro. $20.00 @$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....60&10&5%
Empire.....60&5%
National.....60&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....⅌ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....⅌ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&6%
22% Rogers' Nickel Silver....50&6%
Rogers' Silver Metal.....50&10&6%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ⅌ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued....90&10@90&20%
American, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....80&10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails.....80%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&2%
Hungarian Nails, Steel.....80&20%
Lace Tacks.....
S. S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S. S.....90&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....⅌ box $4.00
Bill Nye, Jr., Brad Box..⅌ box $2.00
Bonnie Blue.....⅌ box $1.
Can Opener Carpet Tacks.⅌ gr $4.00
Dble. Point.90&10&10&10&10&10%
Hammer Carpet Tacks...⅌ gr. $4.50
Miniature Keg Tacks..66⅔&&33⅓&& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&&33⅓&& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " "...1.50
Little Jack.....⅌ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&2 &5%
Keuffel & Esser Co, New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@65&5&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.:
IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 30, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".35%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb. Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ⅌ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ⅌ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ⅌ doz.....$2.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, ⅌ doz.$1.75
Floor Hooks, ¾ in. ⅌ doz. .65
Floor Pulley, Wood Sheave, Fig. 486, ⅌ doz.....$2.00
Hanging Hooks for Double Steel Track, ⅌ doz..... .60
Hanging Hooks for Single Steel Track, ⅌ doz..... .60
Hanging Hooks for Wood Track, 10 in. ⅌ doz..... .45
Hanging Hooks for Wood Track, 14 in, ⅌ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 & 381 ⅌ doz.$2.00
Malleable Rafter Brackets, ⅌ doz..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$2.7

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Reed Wood Frame Pulley with Hook, Fig. 434, ₱ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track $3.25
Rope Hitch ₱ doz. $1.75
Single rail Car, Single Steel T. $3.50
Single rail Steel Track with clamps, ₱ ft. ..... .09
Sprouts Shear Fork, each $1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz. $1 50
Sure Grip Sling Car., Steel or Wood Track $6.00
Walker Fork, each $1.15
Wrought Rafter Brackets, ₱ doz. ..... .45

Transom Lifters—

Ajax ..... 50&10@50&10&5%
Bronze Metal, with Safety Spg. 5 @ 0&10%
Crescent ..... 7@7 &10%
Dickson's 60%
Nickel Plated ..... 50&10%
Payson's Solid Grip, Nos. 3 3 and 304 ..... ₱ 100, $12.00
Shaw's:
Copper Finished ..... 80&10%
Lever ..... 70@70&10%

Traps—

GAME—

Blake's Patent ..... 60@60&10%
Enterprise Mole 15%
Newhouse ..... 5 @50&10%
Oneida Pattern ..... 75&5@75&10%

MOUSE AND RAT—

Erie Rat ..... 40@40&10%
Hotchkiss:
Metallic Mouse ..... ₱ doz. 65c
Improved Rat ..... ₱ gross, $12.50
New Rat ..... ₱ gross. $12.50
Monse, Bonanza .... ₱ doz 90c@$1.00
Mouse, Catch-'em-alive ₱ doz $2.50, 15%
Mouse, Delusion 40%
Mouse, Ideal ..... ₱ gr $9.00
Mouse, Round Wire. ₱ doz $1.50, 10%
Mouse, Wood, Choker, ₱ doz holes 10c@20c
Schuyler Rat Killer, No. 1 ₱ gro., $18.50; No. 2 ₱ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₱ doz. .. $15.00
Yankee Mouse Trap, ₱ doz. . $5.50
Yankee Rat Trap, ₱ doz. $11.00
John M Mast:
Snap Shot, 2-Hole .... ₱ gro., $4.00
Snap Shot, 4 Hole .... ₱ gro., $7.00

FLY-

Balloon, ₱ doz $1.25 ..... ₱ gr. $13.50
Electric Rod ..... ₱ gr. $16.50
Globe ..... ₱ doz., $1.25; ₱ gr. $13.50
Harper .... ₱ doz., $1.75; ₱ gr. $16.50

Trowels—

Brade's Brick 80%
Disston's:
Brick ..... 25@25&10%
Plastering ..... 25@25&10%
Pointing 30%
C. E. Jennings & Co.:
Brick 30%
Plastering 20%
Pointing 30%
Wm. Johnson's:
Brick 40%
Plastering 40%
Pointing 40%
W. & McP. Plastering .... 25@25&10%
Peace's Plastering ..... 25@25&5%
Richardson ..... 25@25&10%
"Rose" Brick Plastering and Moulders ..... 30@30& 10%
Sargent's Garden, No. 1 ..... 70%
Sargent's Garden, No. 15 ..... 50%

Vegetable Slicers—

Enterprise Mfg. Co. 25%

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CHIMNEY—

Pancoast's Double Deflector. 70&10%

WINDOW—

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Solid Box ..... 60&10@60&10&10%

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Bonney's Champion ..... 50@5 &5%
Fisher & Norris Double Screw ..... &10%
Holland's ..... 40@40&10%
Howard's ..... 40&10%
Little Giant Bench ..... 25&10&5%
Lowell Hand 33⅓%
Millers Falls, Mechanics'...net@10%
Moore's 20%
Parker's ..... 20@25%
Oval Slide .. .. 50&10%
Victor 30%
Prentiss ..... 30@25%
Sargents ..... 70&10%
Simpson's Adjustable 40%
Stephens' ..... 25@30%
Trenton ..... 40&5@40&10%

SAW FILERS—

Bonney's Nos. 2 & 3 $15.00 .... 50&10%
Stearn's Com., No. 0, 1, 2, and 3 .. 50%
Stearn's Rubber Jaw, Nos. 10 and 33 ..... 33⅓%
Wentworth's 40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₱ doz., $3.10 ..... 60&20%
Daisy, ₱ doz., $12.00 ..... 60&20%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's ..... 30&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₱ doz. $5.00
Axtell, Lacquered, 42 in. ₱ doz. $7.00
Axtell, Pol. Brass, 36 in. ₱ doz. $12.00
Axtell, Pol. Brass, 42 in. ₱ doz. $15.00

Weed Diggers—

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Barnes Mfg. Co. 40%
Clayton's ..... 25&10%

Window Mirrors—

Bayer & Co.'s ..... ₱ doz. $24.00 net

Window Stop Adjusters—

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Taplin's "Perfection" 50%

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See Gauges.

Wire and Wire Goods—

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Bright Wire Goods, Standard list 90&10@90&10&2½%
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Copper Wire 40%
Malin's Annealed and Tinned on Spools ..... 60&10%
Malin's Brass and Copper on Spools ..... 50&10%
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Cop'd, Nos. 0 to 18 ..... 80&10%
Galv., Nos. 0 to 18 ..... 80&10%
Tin'd, Tinned list Nos. 0 to 18 .... 75&10%
Picture Wire ..... New list 85&10%
Steel Music Wire, Nos. 13 to 30, Imported, ₱ lb. ..... 60@70c
Stub's Steel Wire ..... $6.00@$6 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

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Painted Screen Cloth good quality, ₱ 100 sq. ft., $1.00@$1.10

Wire Rope—

List.
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Iron, Galvanized .. 20&2½&2½ cash

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Crosby 25%

Wire Stretchers—

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Patent Combination Bright. 40&5%
Boardman's ..... 30@30&5%
Cincinnati Tool Co:
Bit ..... 15@15&10%
Standard Brace ..... 15@15&10%
Coes':
Genuine ..... 40&10&5&5&5%
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In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 25%
Colby Wringer Co., list May 1, 1894, 25%
Lovell Mfg. Co., list July 2, 1894 .. 25%
National Wringer & Mfg. Co., list Jan. 1, 1895 ..... 25%
Peerless Mfg. Co., list Feb., 1893 .. 25%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels .. ₱ gallon 38c
Linseed, City, Boiled, in barrels ₱ gallon ..... .40c
Out of Town on Spot .. ₱ gal. 38c
Calcutta, Raw, in bbls .... ₱ gal. 54c
Lard, Prime City ..... ₱ gal. 42@43c
Extra, No. 1 ..... 37@ 9c
No. 1 ..... 37@39c

Paints and Colors—

Barytes, Foreign, ₱ ton, $18.00@$22.50
Barytes, American Floated, ₱ ton $18 00@$20.00
Barytes, Crude ₱ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₱ lb. ..... 4½@5c
White Lead, American, in Oil, in lots of less than 500 pounds, ₱ lb net 6¼c
In lots of 500 pounds and over, ₱ lb 5¾c
White Lead, Foreign, in Oil, ₱ lb 8@ ¾c
Litharge, Kegs, ₱ lb ..... 5½@5¾c
Zinc, American, Dry, ₱ lb .... 4@4½c

Putty—

In bbls. and half bbls ..... 1½@1¾
Putty in Bladders ..... 1¾@2
Putty in Tins ..... 2 @2½

Spirits Turpentine—

In regular bbls ..... 29@—c
In machine bbls ..... 30@—c

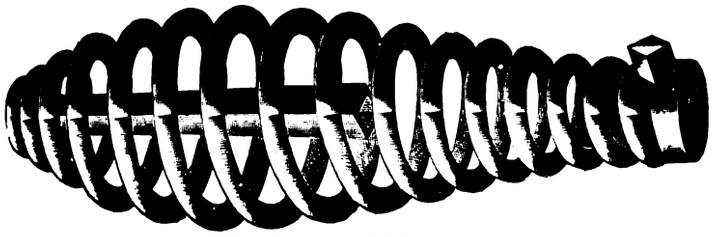
Dry Colors—

Blue, Chinese ..... ₱ lb 30 @35
Blue, Prussian ..... ₱ lb 29 @33
Blue, Ultramarine .. ₱ lb 6 @35
Sienna, Italian, burnt & powdered ₱ lb 4½@10 c
Sienna, Italian, raw & powdered ... ₱ lb 3 @4½c
Umber, Turkey, burnt ..... ₱ lb 2½@3½c
Umber, Turkey, raw ..... ₱ lb 2½@3 c
Green, Chrome, Ordinary ..... ₱ lb 4 @12 c
Green, Paris, in bulk, ₱ lb 13½@15½c
Indian Red, American ..... ₱ lb 2½@ 3 c
Indian Red, English ..... ₱ lb 4½@5½

Colors in Oil—

Black Coach Japan ₱ lb .. 18½@20
Black Coach Japan, in Oil ..... ₱ lb 12 @12 c
Black Drop ..... ₱ lb 7 @10 c
Black Lampblack, Best ..... ₱ lb 12 @15 c
Black Lampblack, common ..... ₱ lb 7 @10 c
Blue, Chinese ..... ₱ lb 35 @40 c
Blue, Prussian ..... ₱ lb 25 @25 c
Blue, Ultramarine .. ₱ lb 16 @21 c
Sienna, burnt ..... ₱ lb 8 @12 c
Sienna, raw ..... ₱ lb 7 @10 c
Umber, burnt ..... ₱ lb 7 @10 c
Umber raw ..... ₱ lb 6 @10 c
Brown, Vandyke .... ₱ lb 7 @12 c

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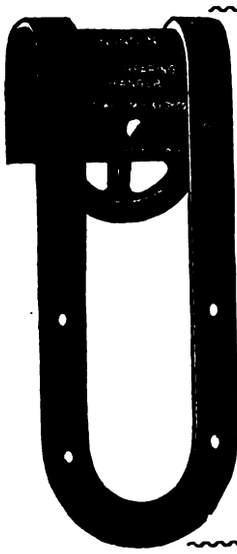
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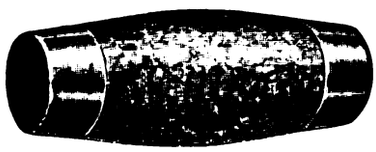
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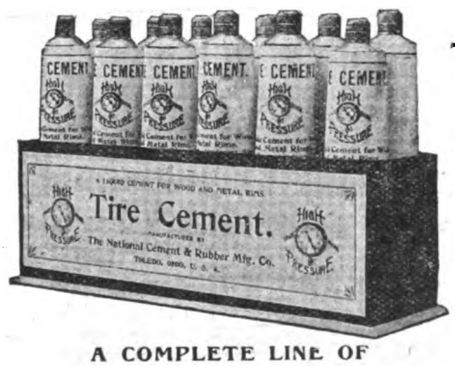
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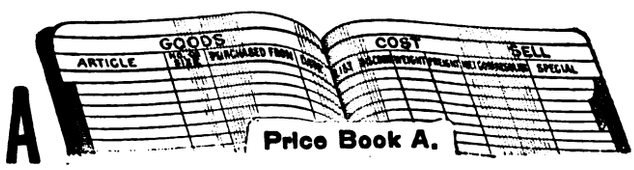
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Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

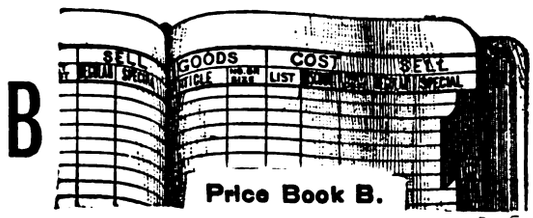
These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.



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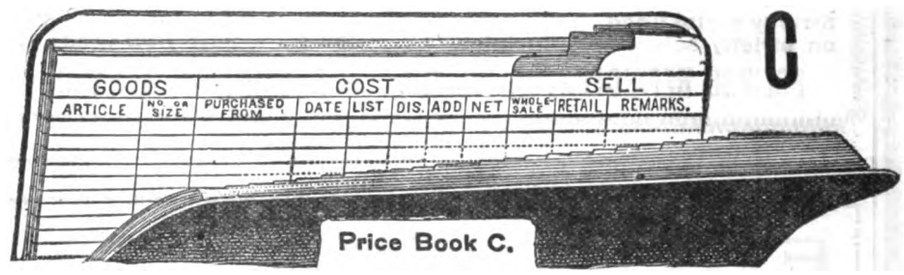
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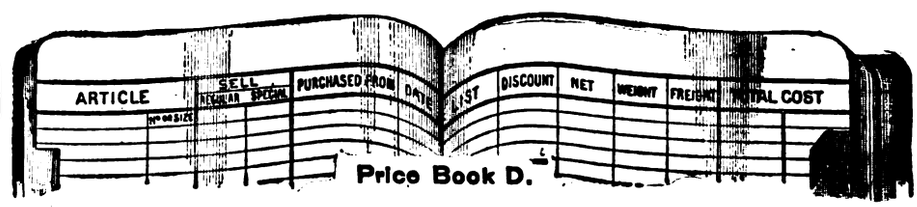
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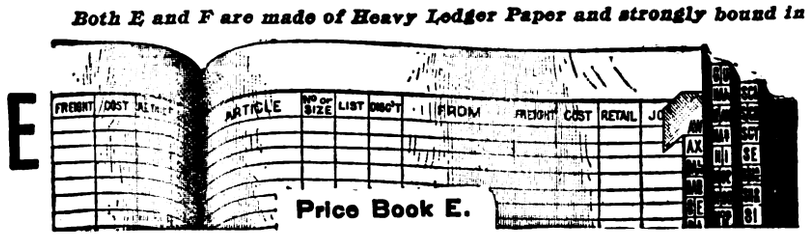


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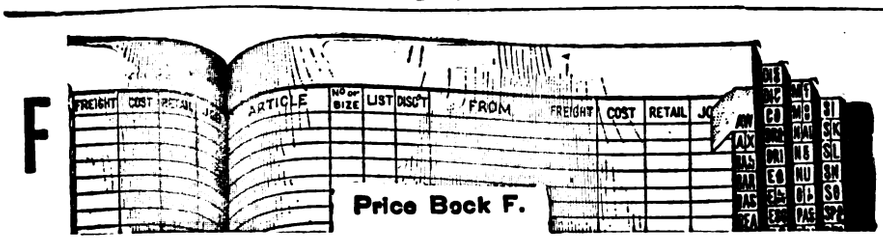
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Bissell Carpet Sweeper Co., Grand Rapids, Mich.: New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.
Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers.
F. E. Myers & Bro., Ashland, Ohio.

Casters.
Allerton-Clarke Co., New York.

Castings.
Aluminum Sign & Novelty Co., Columbus, Ohio.

Cement.
National Cement & Rubber Co., Toledo, Ohio.

Chains.
Bridgeport Chain Co., Bridgeport, Conn
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chain Hoists.
Chisholm & Moore Mfg. Co. Cleveland, Ohio.

Cherry Stoners.
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H

Chisels.
Snell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Chucks.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clay Screens.
Harrington & King Perforating Co., Chicago.

Cleavers.
John Chatillon & Sons, New York
Goodell Company, Antrim, N. H.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago, Ill.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Coal Screens.
Edward Darby & Sons, Phila., Pa.
Harrington & King Perforating Co., Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper, Perforated.
Harrington & King Perforating Co., Chicago.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Countersinks.
Snell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

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Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F E. Kohler & Co., Canton, Ohio.
Surpless, Dunn & Co., New York.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Troy Nickel Works, Albany, N. Y

Dies.

Ferracute Machine Co. Bridgeton, N. J.
F. E. Myers & Bro., Ashland, Ohio.
E. S. Stiles Press Co., Watertown, N. Y.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

John Chatillon & Sons, New York.
Norton Door Check & Spring Co., Boston, Mass.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
John Toler, Sons & Co., Newark, N. J.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Doors and Shutters, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Drawing Instruments.

Keuffel & Esser Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Detroit Twist Drill Co., Detroit, Mich.
Alfred Field & Co., New York.
Goodell Bros. Co., Greenfield, Mass.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Albanus L. Smith & Co., Philadelphia.
Standard Tool Co., Cleveland, O.
J. T. Slocomb & Co., Providence, R. I.

Drilling Attachment.

Albanus L. Smith & Co., Philadelphia.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Albanus L. Smith & Co., Philadelphia.

Drop Presses.

Miner & Peck Mfg. Co., New Haven Conn.
E. S. Stiles Press Co., Watertown, N. Y.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Dust Beaters.

Planet Mfg. Co., Springfield, Mass.

Dynamos.

W. H. Elliott Electric Co., Cleveland, Ohio.

Electric Hoists.

Chisholm & Moore Mfg. Co., Cleveland, Ohio.

Electric Bells and Supplies.

W. H. Elliott Electric Co., Cleveland, Ohio.
John H. Graham & Co., New York.
Partrick, Carter & Wilkins, Philadelphia.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Elevator Screens and Guards.

Harrington & King Perforating Co., Chicago.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
Otto Feuburg, New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouse Scale & Mfg. Co., Chicago.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York.

Farming Tools.

E. P. Bellows Agr'cultural Co., New York
Belmont Mfg. Co., South Glastonbury, Conn.
Iowa Farming Tool Co., Fort Madison, Iowa
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
National Specialty Mfg. Co., Philadelphia, Pa.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Nicholson File Co., Providence, R. I
Sickels & Nutting Co., New York.

Filters.

J. H. Seed, New York.

Fire Pots.

Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading Pa.

Fronts for Buildings, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Garden Tools.

E. P. Bellows Agricultural Co., New York.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N.Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Generators.

W. H. Elliott Electric Co., Cleveland, Ohio.

Glass Cutters.

W. L. Barrett, Bristol, Conn.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers.

R. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New Britain, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N.Y.
Ulrich Mfg. Co., Rock Falls, Ill.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.
Ney Mfg. Co., Canton, Ohio.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y

Hangers, Door.

Chisholm & Moore Mfg. Co., Cleveland, Ohio.
Cronk Hanger Co., Elmira, N. Y.
Darling, Brown & Sharpe, Providence, R. I.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
William H. Littell, New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
F. S. Burrows, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia
National Specialty Mfg. Co., Philadelphia.
Charles Morrill, New York.
Pelouse Scale & Mfg. Co., Chicago
W. M. Pryor Hardware Co., New York.
Reading Hardware Co., Reading, Pa.
Wm. Schollhorn Co., New Haven, Conn
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Ulrich Mfg. Co., Rock Falls, Ill.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Cutters.

E. P. Bellows Agricultural Co., New York.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters.

Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Chisholm & Moore Mfg. Co., Cleveland, Ohio.
Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Auable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
National Horse Nail Co., Vergennes, Vt.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Stokes & Nutting Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.
Twentieth Century Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Lawson Mfg. Co., Milwaukee and Chicago.
Pastime Lawn Mower Co., Detroit, Mich.
Philadelphia Lawn Mower Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

A. Adamson, Akron, Ohio.
Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Millers Falls Co., New York.
Miner & Peck Mfg. Co., New Haven, Ct.
Albanus L. Smith & Co., Philadelphia.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Moulds.

A. Adamson, Akron, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Alder & Boyd, New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Office Railings

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Patents.

Munn & Co., New York.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
Otto Neuburg, New York.
I. Roife, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

Goodell Bros. Co., Greenfield, Mass.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Scholhorn Co., New Haven Conn.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works, Albany, N. Y

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Police Equipments.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish.
John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.
E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.
Alder & Boyd, New York.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses.
E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.
Heber Wells, New York.

Pruning Shears.
Wm. Schollhorn Co., New Haven, Conn.

Pulleys.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.
Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.
Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Snell Mfg. Co., Fiskdale, Mass.
E. S. Stiles Press Co., Watertown, N. Y.
Underhill, Clinch & Co., New York.

Radiators.
Wilmot Castle & Co., Rochester, N. Y.

Railings, Brass and Iron.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.
Magnolia Metal Co., New York.

Rails, Barn Door.
Chisholm & Moore Mfg. Co., Cleveland, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.
Enterprise Mfg. Co., Philadelphia.

Rakes.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Rat and Mouse Traps.
See Traps.

Refrigerators.
Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.
P. J. Conroy & Co., Philadelphia.

Reels.
John Sommer's Son, Newark, N.J.

Registers.
Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.
Enterprise Mfg. Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.
Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.
Tower & Lyon, New York.
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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.... 4
Aluminum Sign & Novelty Co....45
American Ring Co.....11
American Shearer Mfg. Co.....53
Ames Sword Co..... 13
Arcade Mfg. Co..... 2
Armstrong Mfg. Co.....14
Atkins (E. C.) & Co.....51
Atlas Bolt & Screw Co 73
Atlas Mfg. Co..... 1
Ausable Horse Nail Co..... 3
Automatic Machine Co..... 5

B

Baeder, Adamson & Co..... 5
Barnes, Wallace.....84
Barnett (G. & H.) Co.....73
Barney & Berry.....47
Barrett, W. L..... 1
Bellows (E. P.) Agricultural Co...71
Belmont Mfg. Co.....15
Berger Bros Co.....14
Berger, L. D.....46
Berlin Iron Bridge Co.....17
Bicycle Step Ladder Co.....48
Bissell Carpet Sweeper Co.....37
Boardman (Luther) & Son.....10
Bommer Bros.....73
Boston & Lockport Block Co..... 2
Brass Goods Mfg. Co 54
Bridgeport Chain Co.....46
Bruce & Cook 17
Bryan Mfg Co..... 4
Burr Mfg. Co..... 2
Burr Mfg. Co.....53

C

Calcium King Lamp Co.....45
Capewell Horse Nail Co.....73
Cary Mfg. Co 54
Castle (Wilmot) & Co.....46
Chatillon (John) & Sons..... ... 6
Chicago Flexible Shaft Co.....13
Chisholm & Moore Mfg. Co.....36
Clark & Cowles.....14
Cleveland Stone Co..... 7
Cleveland Store Fixture Co.....41
Cleveland Twist Drill Co.....73
Clinton Wire Cloth Co.....71
Clipper Lawn Mower Co.....49
Coates Clipper Mfg. Co.....10
Coburn Trolley Track Mfg. Co.... 4
Codling Mfg. Co.....63
Coes Wrench Co..... 7
Coldwell Lawn Mower Co..... 9
Conroy (P. J.) Co.....48
Cooney, Seiner & Co.....63
Covert Mfg. Co.....43
Cronk Hanger Co.....16
Cushman & Denison.....35

D

Darby (Edward) & Sons 71
Dean Linseed Oil Co.....53
Diamond Hardware Co..... 7
Dickinson, Thos. L.....45
Disston (Henry) & Sons..... 5
Divine Bros..... 2
Dixon (Jos.) Crucible Co..... 5
Dow Wire Works.....46
Dunbar Bros.....46
Du Pont (E. I.) de Nemours & Co. 2

E

Eclipse Refrigerator Works.....63
Elliott (W. H.) Electric Co..... 5
Enterprise Mfg Co. of Pa..... 6
Erie Specialty Co..... 2
Estey Wire Works Co 43
Excelsior Mfg. Co..... 4

F

Ferracute Machine Co.....46
Field (Alfred) & Co.....43
Fitch (W & E. T.) Co..... 1
Fox Cutlery Co.....85
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co. 71
Gillespie (Chas. H.) & Sons..... 5
Goldberg, C. H. & E. S.....41
Goodell Co.....38
Goshen Sweeper Co.....45
Gould Packing Co..... 41
Graham (John H.) & Co.....39

H

Hardwaremen's Exchange.....53
Hardware Publishing Co.....16
Harman, S. H.....71
Harrington & King Perforating Co.....73
Harrington & Richardson Arms Co.....63
Hartley & Graham..... 1
Heinisch's (R.) Sons Co.....38
Heller (W. C.) & Co.....14
Hill (N. N.) Brass Co.....54
Holmes & Edwards Silver Co.....63
Holroyd & Co..... 7
Howard Iron Works.....13

I

Iowa Farming Tool Co.....10
Ives (H. B.) & Co.....73

J

Jennings (C. E.) & Co..... 1
Johnson's (Iver) Arms & Cycle Works.....37

K

Kearney & Foot Co.....41
Keuffel & Esser Co..... 9
Kilbourne & Jacobs Mfg. Co.....36
Kimball Bros.....14
Kohler (F. E.) & Co..... 4

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....33
Lancaster Machine & Knife Works.....41
Lane Brothers Co..... 2
Littell, William H.....35
Leonhardt & Co..... 7

M

Magnolia Metal Co..... 1
Maltby Henley Co.....35
Martin, James F.....52
Mast, John M.....17
McCarty (J. C.) & Co..... 8
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S.....45
Millers Falls Co.....49
Miller & Van Winkle..... 1
Miner & Peck Mfg. Co.....73
Morrill, Charles.....13
Mumford, A.....46
Munn & Co.....49
Myers (F. E.) & Bro.....17

N

Nans & Co..... 4
National Horse Nail Co..... 3
National Saw Co.....10
National Specialty Mfg. Co.....15
National Cement & Rubber Mfg. Co.....63
New Departure Bell Co.....45
N. J. Car Spring & Rubber Co..... 1
New Jersey Wire Cloth Co.....69
Ney Mfg. Co.....15
Niagara Paper Mills..... 2
Nicholson File Co..... 3
Niles Mfg. Co 2
North Bros. Mfg. Co.....15
Norton Door Check & Spring Co..41
Novelty Mfg. Co.....50
Novelty Mfg. Co.....51

P

Parry Mfg. Co.....75
Pastime Lawn Mower Co..... 9
Patrick, Carter & Wilkins.....54
Peck (Fred W.) & Co..... 38
Peloubet Scale & Mfg. Co..... 49
Pennsylvania Wire Works.....71
Philadelphia Commercial Museum..... 2
Philadelphia Lawn Mower Co.... 6
Phillips (A. J.) Co.....39
Pike Mfg. Co.....43
Planet Mfg. Co.....43
Plume & Atwood Mfg. Co.....43
Porter Screen Mfg. Co..... 8
Prescott (J. L.) & Co..... 1
Pryor (W. W.) Hardware Co.....47
Putnam Nail Co..... 11

Q

Quincy Hardware Mfg. Co..... 1

R

Reading Hardware Co.....10
Rodgers (Joseph) & Sons 48
Rogers (Wm.) Mfg. Co.....48
Rolfe, I..... 5
Root Bros. Co.....38
Root Bros. Co.....53
Russell & Erwin Mfg. Co.....13

S

Salem Nail Co.....46
Samson Cordage Works..... 1
Sargent & Co.....43
Schollhorn (Wm.) Co.....48
Scranton (The) & Co..... 1
Sedgwick Machine Works.....14
Seed, J. H..... 4
Seed (T. H.).....53
Sheip (Henry H.) & Co..... 14
Sickels & Nutting Co..... 2
Sickels, Preston & Nutting Co.... 2
Silver Mfg. Co.....49
Slocomb (J. T.) & Co.....10
Smith & Egge Mfg. Co.....13
Smith (Albanus L.) & Co.....43
Smith (M. G.) & Co.....49
Snell Mfg. Co.....50
Sommer's (John) Son.....73
Speidel, J. G.....14
Standard Tool Co..... 1
Stanley Rule & Level Co.....35
Stanley Works..... 1
Stebbins, Chas. J..... 2
Stephens & Co.....53
Stevens (J.) Arms & Tool Co..... 7
Stiles (E. S.) Press Co.....11
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....63
Sudlow, John W.....11
Surpless, Dunn & Co.....71
Sweeney (W. H.) Mfg. Co.....11

T

Toler (John) Sons & Co..... 3
Tower & Lyon.....13
Townsend, C. C. & E. P.....53
Troy Nickel Works.....63
Tuck Mfg. Co.....43
Turner, Vaughn & Taylor Co.....10
Twentieth Century Mfg. Co.....47

U

Ulrich Mfg. Co..... 1
Underhill, Clinch & Co..... 9
Underhill, Clinch & Co.....39
Union Hardware Co.....13
Union Metallic Cartridge Co..... 1

V

Van Wagoner & Williams Hdw. Co.....73
Voigt, Starr & Co.....50

W

Warner Elevator Mfg. Co.....14
Warren (J. D.) Mfg Co.....41
Waterbury Brass Co.....54
Welch (T. F.) & Co.....71
Wells, Heber..... 8
Williamson Co..... 7
Wright & Colton Wire Cloth Co.....71

Y

Yale & Towne Mfg. Co.....45

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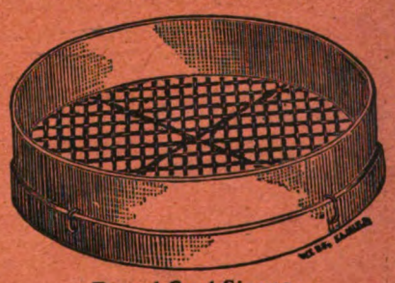
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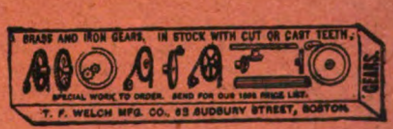


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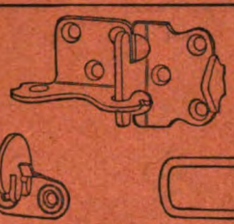
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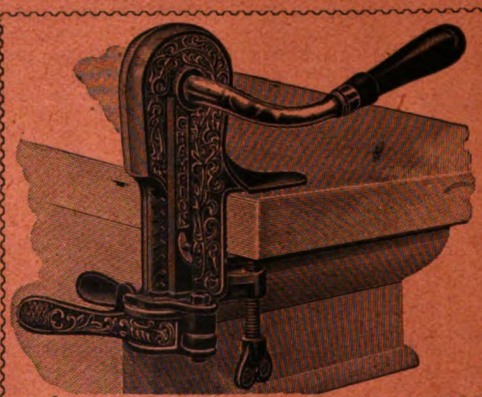
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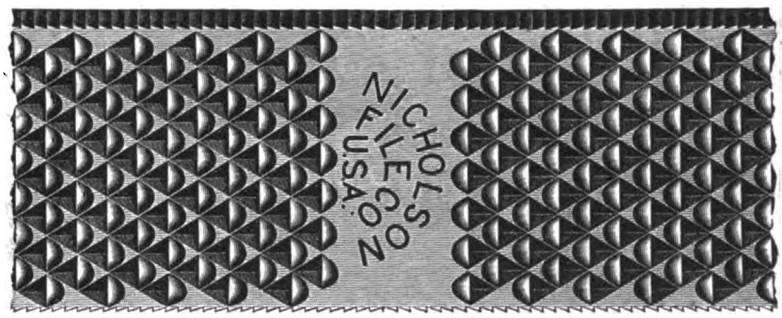
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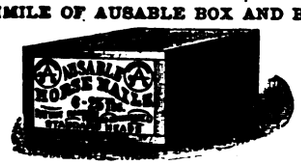
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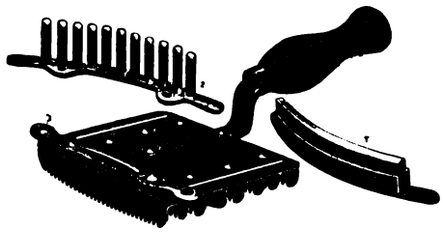
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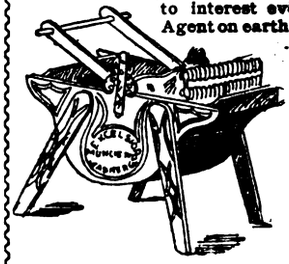
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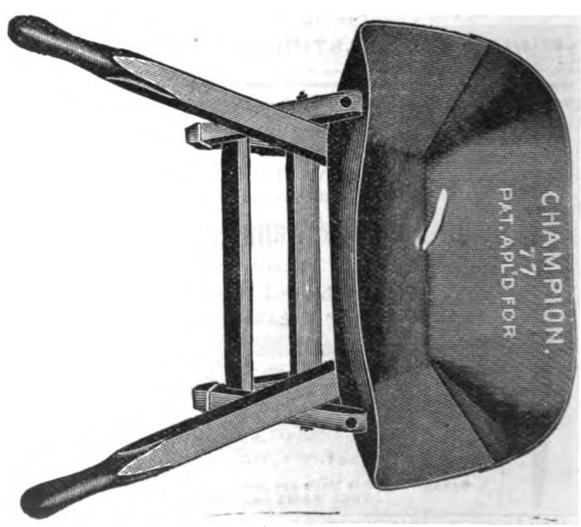
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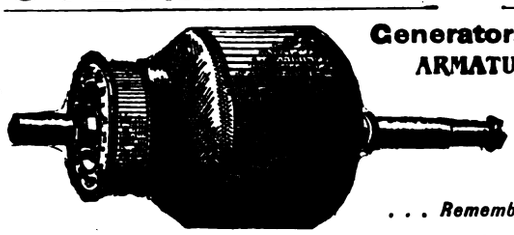
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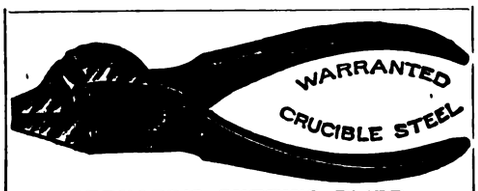
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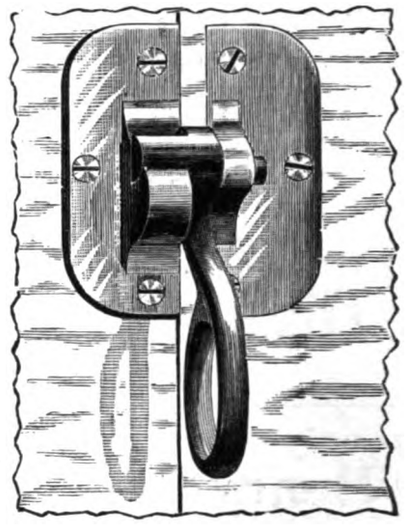
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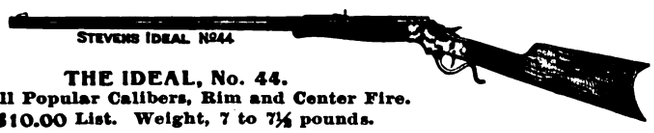
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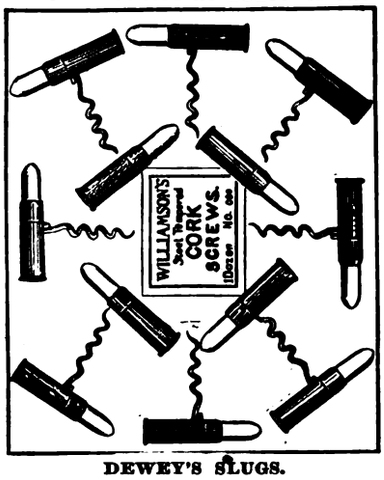
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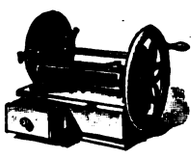
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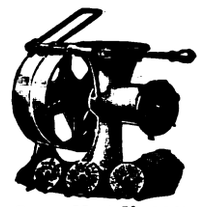

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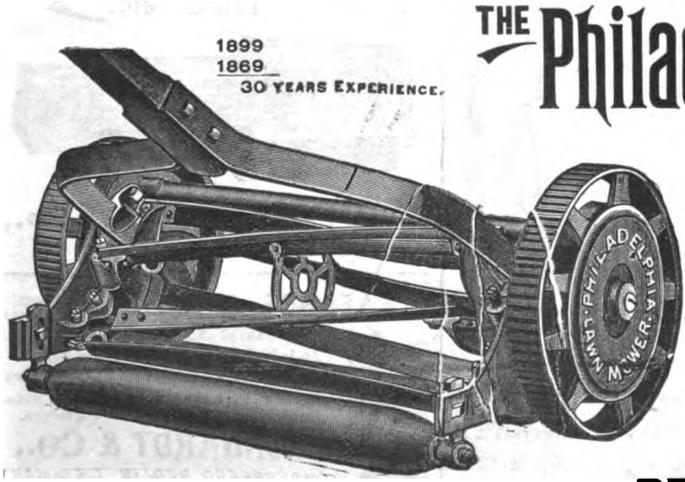
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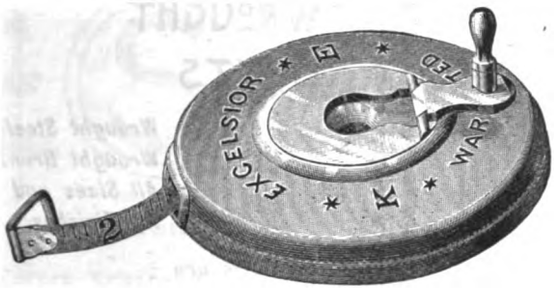
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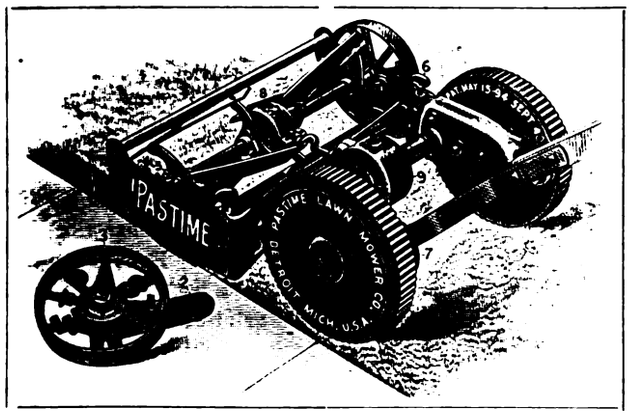
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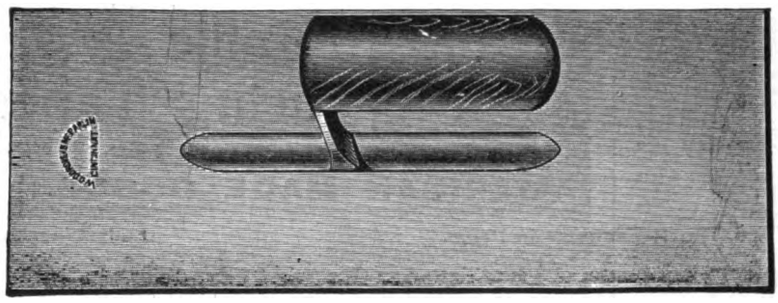


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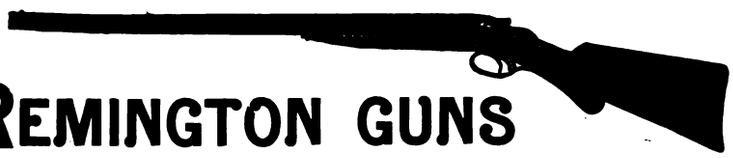
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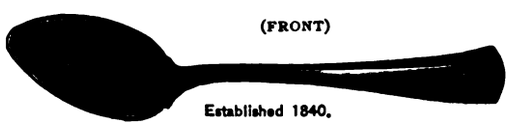
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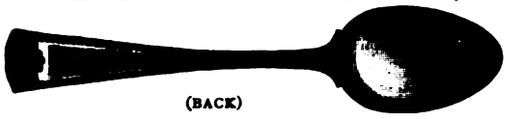
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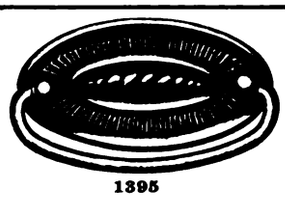
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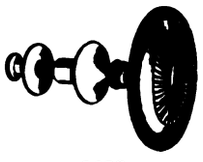
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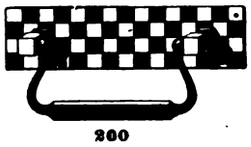
Waterbury, Conn.

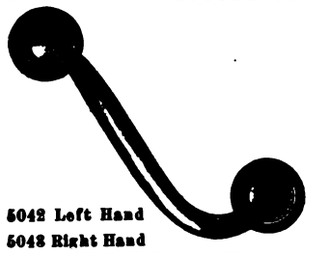
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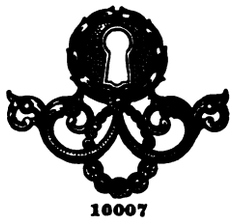
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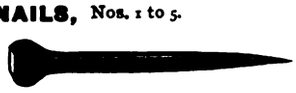

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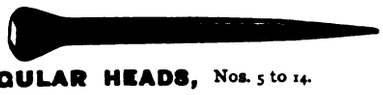

5042 Left Hand
5043 Right Hand


10007

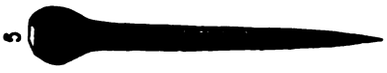
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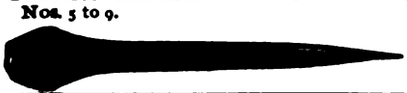
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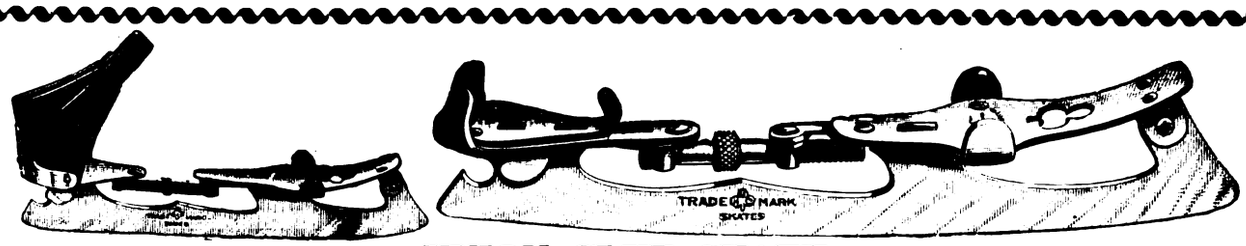
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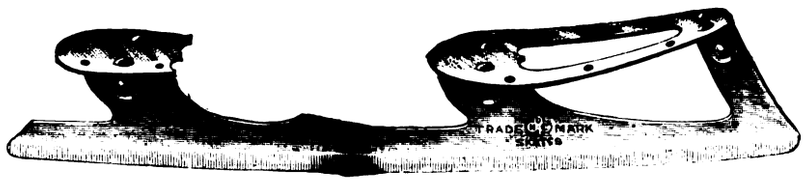
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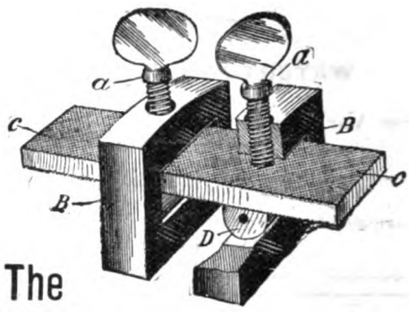


UNION CLUB SKATE.

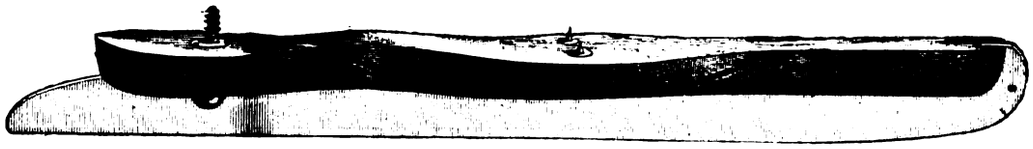




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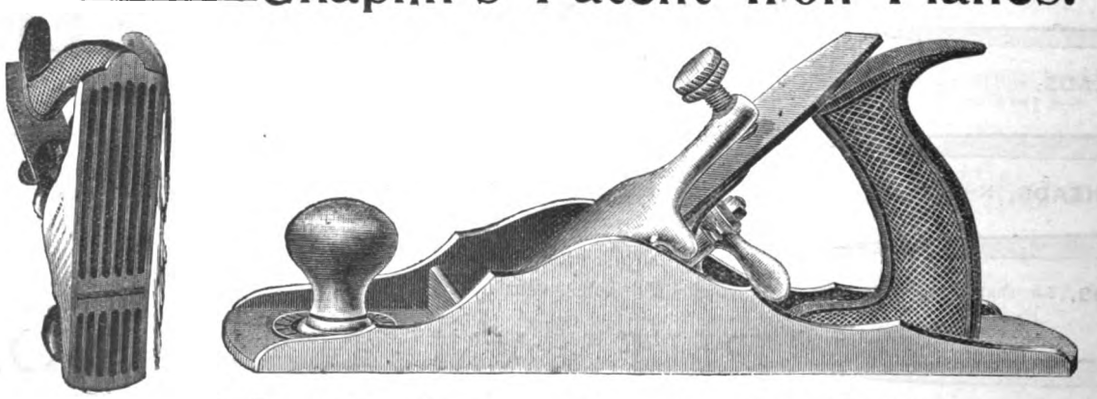
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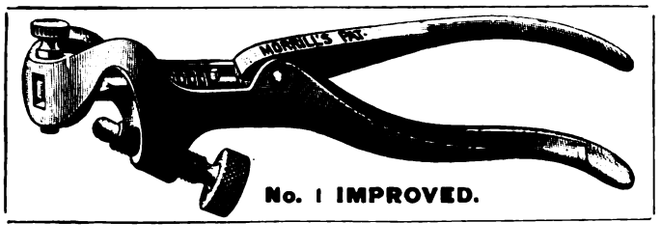
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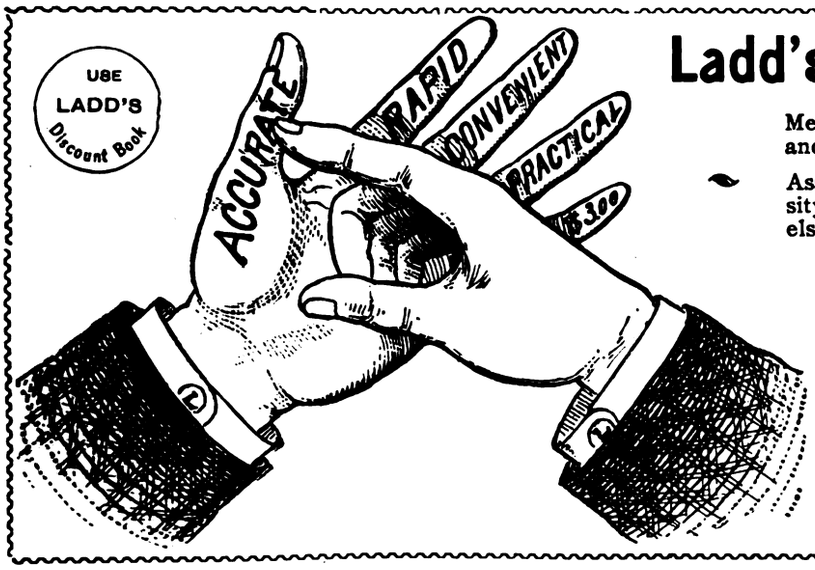
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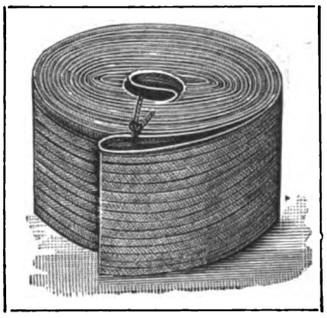
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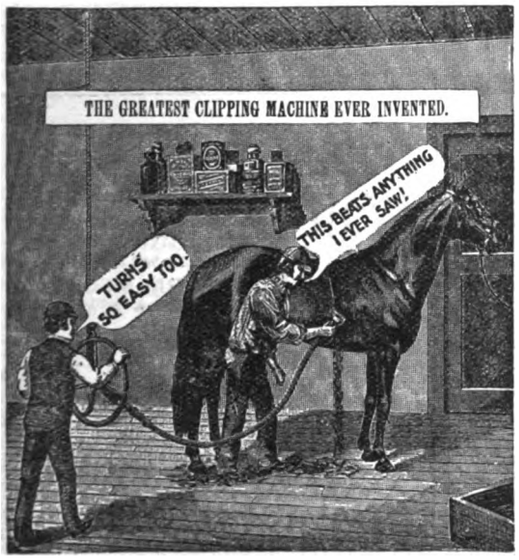
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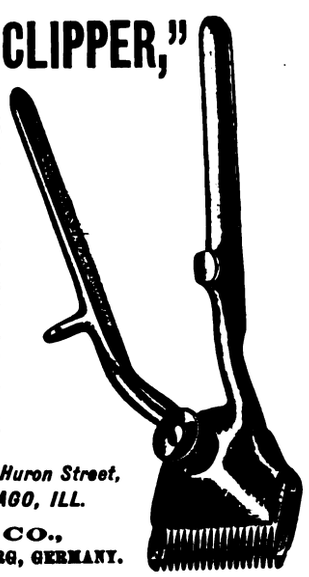
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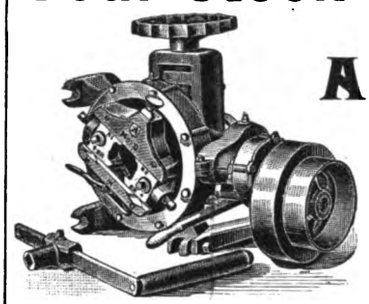
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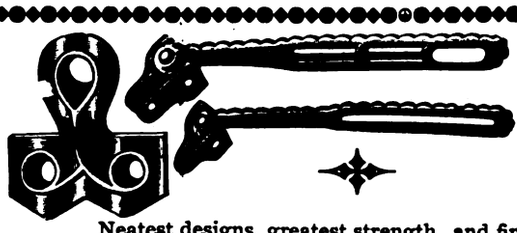
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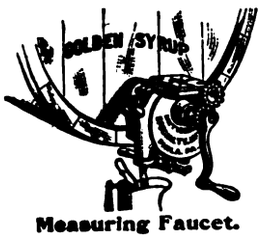
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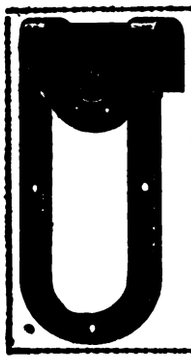
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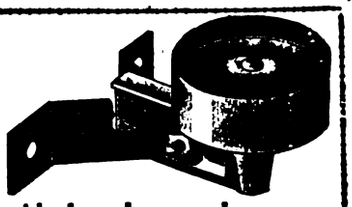

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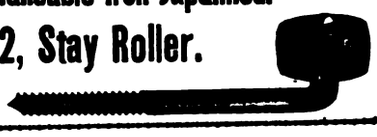


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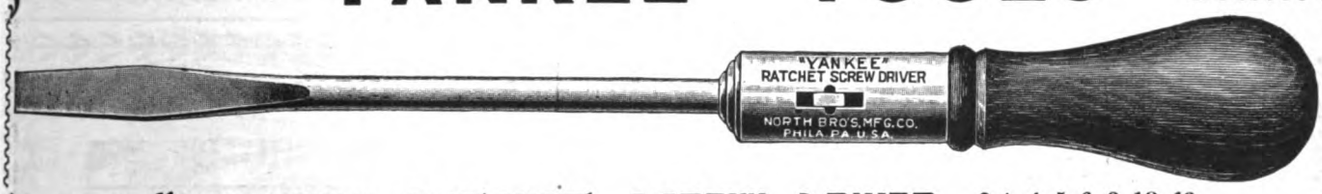

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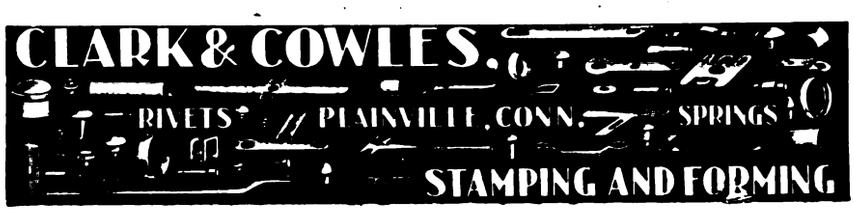




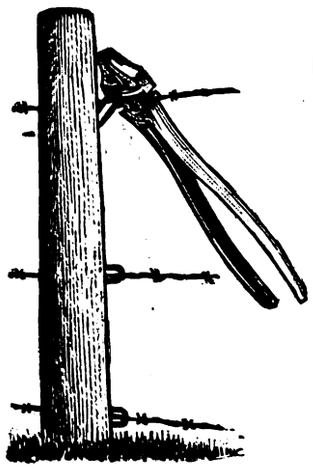


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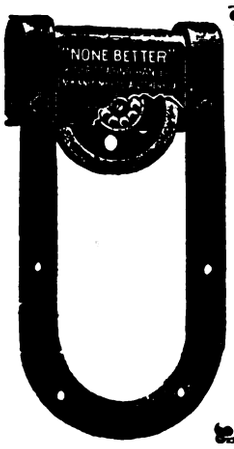
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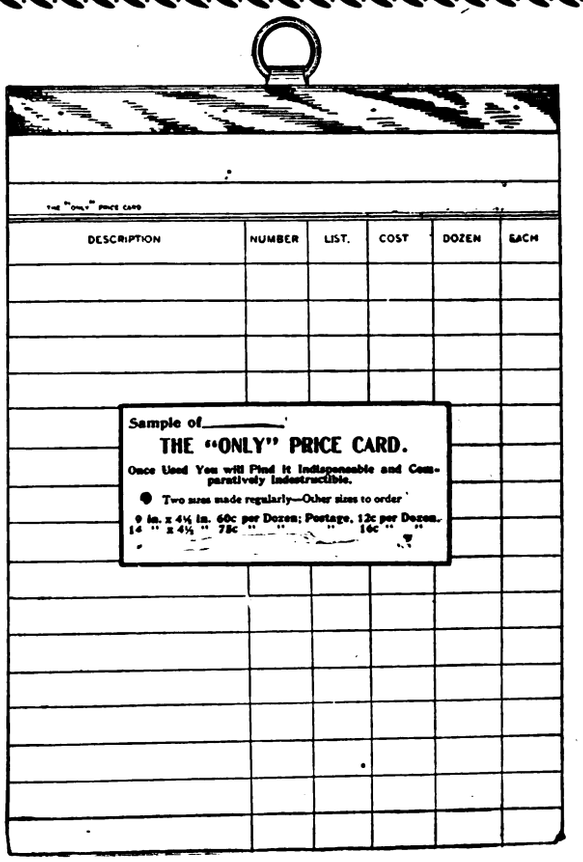
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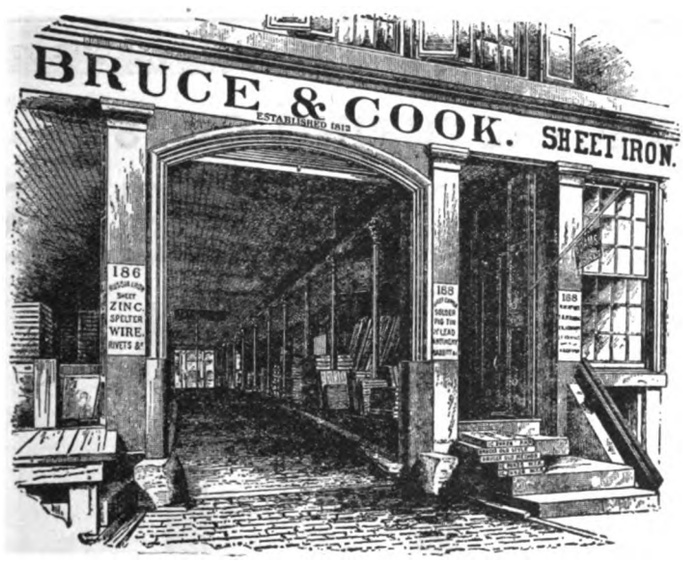
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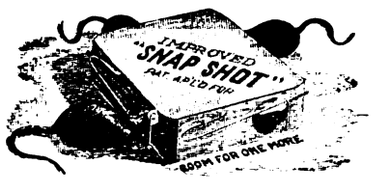
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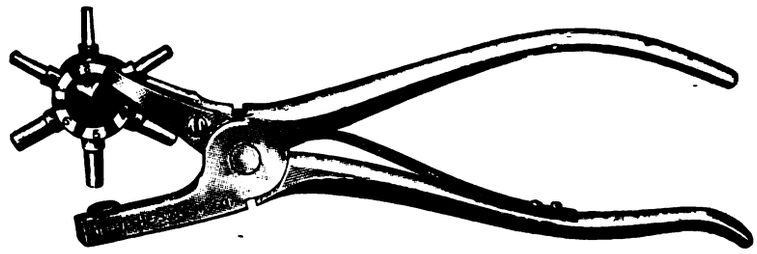
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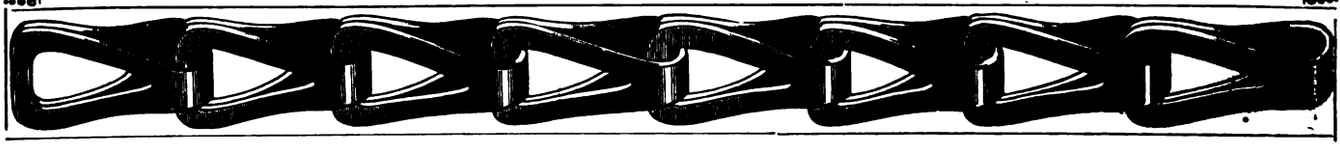
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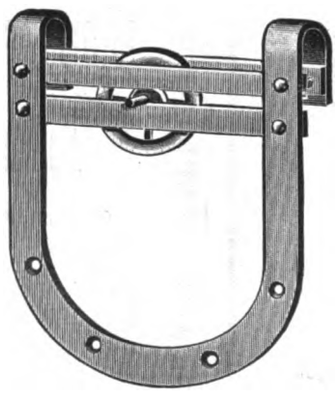


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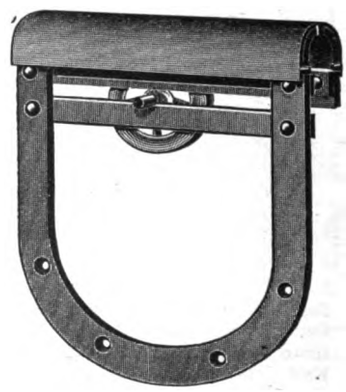


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HARDWARE

VOL. XVIII. DECEMBER 25, 1898 NO. 6.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

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L. E. MITCHELL, - - President.
JAMES H. KENNEDY, - Editor and Manager.
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EASTERN MANAGER:
FRED A. CATON, - - 31 Milk St, Boston.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Fred A. Caton, who has successfully filled the position of assistant manager for *Hardware*, with headquarters in New York, will, during the coming year, fill that of Eastern representative, with his office at No. 31 Milk Street, Boston, Mass. Mr. Caton will make it his special business to see that New England is thoroughly represented in the columns of *Hardware*, and will devote to the Hardware interests of that section his best thought and entire attention. He is cordially commended to our Eastern friends as a courteous, energetic and reliable gentleman.

Editorial Trade Review.

The country is closing up the industrial year with a halo of glory crowning a success that is beyond all comparison and of phenomenal brilliancy. Never before in our industrial history has confidence so thoroughly permeated every channel of development. Scarcely an iron and steel manufacturing plant in the country but finds its order books filled with the demands from other countries than our own, and these orders contrary to the usual custom formerly prevailing, have been entered with a margin of profit satisfactory in itself as a business transaction; and for a wonder, our export transactions are now entertained with a view of keeping up a connection so conscientiously established and so encouraging in its importance. It must be extremely gratifying to know that sales can now be made abroad by our productive mills and mines, at quotations bringing in satisfactory returns, not only in England and Germany, but in other parts of Europe and even Asia.

Many prosperous conditions surround our agricultural development, and the railroads whose prosperity depends upon improvements consequently made necessary. The growing traffic demands extraordinary facilities for the handling of our increasing agricultural wealth, and when we realize that this unbounded prosperity is only in its early stages, how little do we understand to what an extent will its ultimate benefits be known or estimated.

The general trade of the country has rarely, if ever, shown such healthy conditions. From every part good reports are made, and the holiday trade especially exceeds in volume any year during the past decade. The people are earning more, steady employment having made it possible; and naturally when the masses have work at good pay, they spend in ample volume and the country knows prosperity. It is only when the working classes have steady employment, is such a state of affairs among the certainties.

The wave of progress so noticeable in our present relations abroad cannot but have a tendency to keep certain lines of manufacture fully employed, and eventually by reflex action, tempt a revision of prices in other analogous lines with a desire to increase net earnings. Everything seems so smooth at the present time, with scarcely more than a ripple apparent in that direction, that one need not be surprised if caught napping, for profits in so many branches of our own industry have been cut so close, it would need but little urging to insist on more profitable employment for some industrial plants, than have been possible in the past. A number of leading lines, notably screws, have already felt this necessity upon them, and have stiffened their lowest quotations perceptibly, and those will be followed during 1899 by many others.

No one at this time doubts the settlement of the sound money question in favor of financial stability and a gold basis. The issue of silver can never again be made one of national significance on the strength of which a presidential canvass can be maintained. The result of this decisive victory has placed every industry in the country on a foundation so solid in reference to our home or foreign relations, that the confidence in our future prosperity on every hand is of world-wide significance. Our manufacturers have not been carried away by the possibilities of this hopeful trend of affairs, and have made generally no high quotations to stifle the growing demand, have been extremely conservative in soliciting and encouraging orders, deeming it wise to have the order books covered with requirements for the future even at a lower rate of profit, than to enjoy a state of idleness waiting for booming conditions. With the condition of affairs in this state of health, it is but just to believe that higher prices will eventually prove the feature of the various markets and in some extreme cases changes in price may seem even radical under ordering conditions of more than the usual importance.

1898—Christmas—1899.

When this copy of *Hardware* falls into the hands of its appointed reader, he will already have given and received those tokens of affection which assist in making this holiday season what it is; will have eaten, we hope, a bounteous Christmas dinner; and is now ready to hopefully turn his face toward the new year, which is rising with promise over the borders just beyond.

We may be permitted the wish that it was his fortune to give much, and to receive much more; that he

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consumed his well-earned turkey and mince pie with good digestion and a thankful heart; and that the outlook which presents itself before his mental vision is of a roseate hue. May 1899 be even more cheerful than 1898, and its return in moral, mental and material things even greater than those harvested in the twelve months past!

The year 1898 will be remembered as one of history—its twelve months crowded with events that have illuminated the record of our nation's career. The events which have been crowded into this year are far-reaching in their consequences, and in no better way can our country show that it is worthy of the good which the gods have poured upon it than by rising to the opportunities which are now presented. That respectable, but very small, minority of the American people who say that we must not reap the fruits of our labor, and retain those things which come as the natural result of the glorious deeds of our brave defenders on sea and land, have some arguments which look well in print, or sound well from the platform, but which cannot stand for a moment in the face of manifest destiny, and that determination of our people to prove themselves worthy of the high responsibilities which have been thrust upon them.

These United States of ours have always been prepared to meet and conquer every emergency which has thus far presented itself. Graver questions than those now confronting us have been met by our statesmen since the days of Washington, and to say that we should shrink from responsibility now, is to intimate that the quality of American manhood has deteriorated, and that our institutions are not capable of withstanding the strain placed upon them. How many American citizens are prepared to admit any such conclusion?

As our national domains widen, as our influence increases in the politics and policies of the world, as our flag is unfurled to remain for all time in new climes, so should the material interests of our country be advanced with them. Where the battle-ship and the flag have gone, trade must certainly go. Where the soldier and the sailor have opened the way, the trader and the merchant must follow. Among the many blessings which we are to bestow on these children of the Far West and of the Southeast, who have sat in darkness and groaned under Spanish misrule, are the placing within the hands of our new dependents—who are eventually to become citizens—the products of our American shops and factories—those many things which they need, and which we can supply in abundance.

There are indications upon all points of the horizon that the American merchant and the American manufacturer are rising to the high level of their opportunities.

To our many friends in all quarters of the globe, who have assisted us to that increased success which has been a part of the record of *Hardware* for the past year, we extend a most heartfelt, cordial Merry Christmas and Happy New Year!

Frederic G. Wooster, who has been connected with the Simmons Hardware Co., St. Louis, Mo., as a buyer, has become associated with the Peck, Stow & Wilcox Co., New York, as traveler. His many friends will welcome him as a part of one of the great concerns of the East.

Mr. Emery in Indianapolis.

The St. Joseph, Mo., *News* of a recent date, has the following in regard to a gentleman well known to the readers of *Hardware*:

The friends of Charles W. Emery will be sorry to hear that he will leave St. Joseph this week, to take up his residence in Indianapolis, Ind. Mr. Emery, who was for years manager of the traveling men for the Wyeth Hardware & Mfg. Co., of this city, has gained considerable prominence by his papers on the subject of "Salesmen's Departments," which are being published (exclusively) in *Hardware*, the New York publication devoted to the interests of the Hardware trade. The publication of these papers resulted in Mr. Emery's being invited to address the session of the National Hardware Association at Milwaukee last month. The association ordered Mr. Emery's address printed, with the president's address, in advance of their publication in the regular proceedings of the convention.

Mr. Emery has secured an interest in the Van Camp Hardware & Iron Co., of Indianopalis, where he will go to organize a salesmen's department similar to that he organized and maintained so successfully for the Wyeth Co. in this city. The Van Camp Co. occupies a prominent position in the Hardware trade east of the Mississippi River.

Colonel Belknap at Home.

The people of Kentucky are in a very generous frame of mind toward Col. Morris B. Belknap, of Louisville, and also of W. B. Belknap & Co., of that city. He has just returned from Porto Rico, whither he went as a soldier in the service of his country. He performed that service so well, that his native State now talk earnestly of him as fit material out of which a governor could be fashioned. If this idea works out to an accomplished fact, Kentucky will secure a chief magistrate of which she may well be proud. The National Hardware Association, at the recent meeting in Milwaukee, showed its appreciation of the absent soldier, by making him first vice president of that great organization.

One of the handsomest publications of the year comes to us with the word "Bissell's" in gold on a dark background. That is the only thing on the outside cover of this little publication, with the exception of a silver cord and silver eyelets, and of very artistic appearance in every respect. An examination of the contents shows that the Bissell Carpet Sweeper Co., Grand Rapids, Mich., have in their new catalogue for 1899 excelled even themselves in the way of artistic production. Upon very heavy and highly-finished paper appear in colors, upon a drab background, the various sweepers manufactured by them, accompanied by prices, descriptions, etc. There is also shown Bissell's "Single Easel," which displays three sweepers; Bissell's "Display Shield," which is designed for displaying sweepers on counters or in show windows, and Bissell's "Double Easel," with carved oak top, which displays ten carpet sweepers at one time. This little publication is, in short, a compendium in the line of sweepers.

Arthur S. Hobday, who has been connected with the firm of Watters & Martin, wholesale Hardwaremen, Norfolk, Va., for the past twelve years, eight of which have been spent on the road, has formed a connection with the Biddle Hardware Co. of Philadelphia, and during the coming year will travel through the eastern sections of North and South Carolina. Mr. Hobday is a bright and successful business man, and the Biddle Hardware Co. are to be congratulated on this strong accession to their working forces.

Cardenas, Cuba, is 135 miles east of Habana, on the north coast. Population 23,517. Climate pleasant in winter, hot and sultry from May to October.—*Exchange.*

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THE SALESMEN'S DEPARTMENT--IV.

THE MANAGER.

The man who has saved money from his earnings is the best man to make and save it for an employer.

Salesmen, like other mortals, will receive suggestions and advice more graciously from a person who has been a success himself.

The successful manager will be found to have been a success as a salesman, and not one of mediocre ability.

Theory will not satisfy the majority of men on the road to-day; they want suggestions only from men who base their counsel on practical experience.

Those who may adopt this key to success in the future, should not blunder by making some old house employe manager, thinking it would be an easy position to fill, and quite suitable for a man of declining years. Rather pension him, he no doubt deserves it, and it will pay better, because he will not accomplish the desired results. The salesmen, while they will appreciate his fatherly advice, and respect his grey hairs, will soon conclude he is not quite up to date, and his influence over them will quickly wane. The work requires all the energy, vigor and force a younger man can muster, and then sometimes he wishes for a double portion.

A man who has been there himself, is the one who appeals to the salesmen, and from whom a letter in reply to one from them, explaining their difficulties and trials, does good like a dose of medicine.

The cause of the downfall of many a salesman through strong drink and strange women, has been because of a feeling, that they had no one on earth, forgetting the One above, to whom to take their discouragements. In their despondency, they allowed themselves to be "caught" by her feigned sympathy, and have tried to drown their troubles in a whiskey glass, or forget them at the card table. No man careth for me; every man's hand is against me; is the cry of many after receiving one of those cutting letters which only some men who lack the experience of the road, can write, and as a consequence, know nothing about, nor can they imagine, a contingency which this action on the part of the salesman was to meet.

Buyers or others who are associated with salesmen or who correspond with them, whose education has been altogether acquired in the house, are unable to put themselves in the salesman's place, and often do not interpret matters as the salesman expects. They should not wonder why the salesman often requests the kindly offices of the salesmen's department in bringing matters to their attention instead of writing them direct.

Seniority should not be considered in the selection of a manager from among salesmen. If the senior salesman happens to be the best fitted for the position, it is indeed fortunate and complimentary to him.

Success as a salesman does not insure success as manager of co-workers. A successful salesman necessarily has many of the qualifications of a successful manager. In selecting one for this peculiar and important position, see to it that your choice is methodical, not averse to details, enterprising, self-possessed, just and sympathetic.

Methodical, for he will be compelled to classify and arrange his work, because of the scope of the department. Anything connected with the sale of goods, by the salesman, which will make dollars for the house and economize the salesmen's time, that he may devote all the time possible to the sale of goods, covers the aim of the department.

Not averse to details, for in no other department in the house are the little things expected to be looked after as here. It is because the department has scrutinized matters which have been passed over by others, that its value is becoming apparent in every progressive jobbing house.

Enterprising, for he must lead—must go ahead beckoning the salesmen to follow. There is no class of men to-day more willing to be led into larger fields of usefulness and on to greater attainments than the Twentieth Century Salesman. The salesmen's department does the picket duty for the house. The buyers realize its efficiency as an aid to increased purchases. It is a power in the hands of the right manager.

Prudent, for he must not give his enterprise too free a hand. He must be wise in branching out into new territories and on new lines. He must be very careful to lead the salesmen aright. It only takes a few errors in judgment on the part of the leader to cause the salesman's confidence to waver. Some buyers feel a salesman can sell anything, regardless of quality or merit. They are correct only to a certain extent. No true salesman, who desires to increase his worth to his employers, will willingly unload trash on his customers.

Self-possessed—for a man who is easily scared is not competent to be at the head of this department where emergencies are of frequent occurrence. Bluffs are numerous, unheard-of prices, baits and rumors of impending troubles which never occur, are every day affairs.

Just, for he must keep the best interests of both his employers and co-workers always in mind. For this reason his position is not an enviable one. To have the entire confidence of both, is the highest compliment which can be paid any manager.

Sagacious, for he must be able to go to the bottom of things, dissect motives, size up applicants, detect schemes, guard against the designs of others, and have the ability to turn failure into success.

Sympathetic, for this is the most important of all qualities. His sympathy must be broad and free. It will be in greater demand than any other attribute, because of its scarcity elsewhere. There is no investment which brings larger returns than a sympathetic interest in others.

Formerly, St. Joseph, Mo.; CHARLES W. EMERY.
Now of the Van Camp Hardware & Iron Co., Indianapolis, Ind.

New Members of the Hardware Club.

At the regular monthly meeting of the board of governors of the Hardware Club of New York, held on December 15th, the following gentlemen were unanimously elected to membership:

Lucas C. Clark, Plantsville, Conn.

Wilfred Patterson, New York *World* Building.

Edward Payson Call, publisher *Evening Post*, Broadway.

J. S Seymour, publisher *Commercial Advertiser*, No. 29 Park Row.

T. Charles Farrelly, American News Co., No. 39 Chambers Street.

Henry M. B. Williams, Union News Co., No. 13 Park Place.

Edward W. Riker, assistant treasurer Yale & Towne Mfg. Co., No. 9 Murray Street.

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Arcade File Works' New Book on Files.

From advance sheets of the new book on files now being prepared by Prof. W. H. Vandervoort, we are permitted to make the extracts which follow. The volume is being prepared under the auspices of the Arcade File Works, Anderson, Ind., and No. 97 Chambers Street, New York, and when completed, will be forwarded to all dealers and users of files, who have requested a copy in advance of

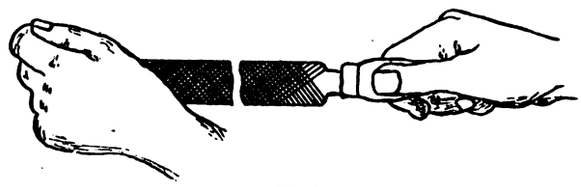


FIG. 1.

publication. As the edition will be a limited one, early application for a copy would be recommended.

ON CROSS FILING.

The term "cross-filing" applies to those filing operations in which the file is pushed endwise across the work. When in cross-filing the character of the work requires a heavy file, it should be held in both hands, as shown in Fig. 1, the end of the handle abutting against the palm of the hand, thus giving a good bearing to receive the thrust on the work stroke. When held in this manner an extremely tight grip is not required, which makes it much easier on the fingers and enables the workman to more readily control the file.

When a very light file is being used on fine work it is usually best to hold it in one hand, as shown in Fig. 2. In this case the thumb rests against the side of the file just

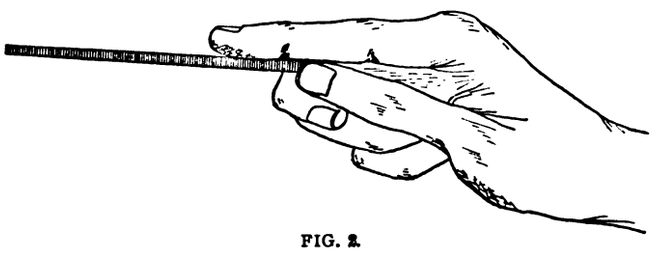


FIG. 2.

ahead of the handle, and the free finger extends along the top, considerable downward pressure being exerted by this finger, as near as possible, over the working surface of the tool.

When the file is of medium size and thin, if held as shown in Fig. 1, the pressure at the ends will bend them down, making the file concave on its under surface, which will cause it to cut away the metal at the edges, as shown in Fig. 3. If, however, it is held as shown in Fig. 4, the downward pressure of the thumb will spring the file at the opposite direction, and thus enable the operator to move it across the work without cutting away the edges. When the thumb becomes tired, the position shown in Fig. 1 can again be taken, the ball of the thumb bearing down hard on the file and the fingers lifting at the point accomplishing the same object. Either of these methods of holding

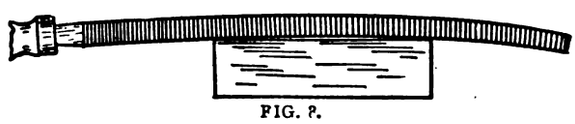


FIG. 3.

are difficult to maintain for more than a few moments at a time, consequently a stiffer file, having considerable belly, is preferable on work of this character.

The value of a good file handle should be appreciated. It should be of good size, well formed, smooth, properly ferruled and, most important of all, so secured to the tang that its center line is parallel with the length of the file. Handles made of soft, tough wood are preferable, as they are lighter and less liable to crack when forced on the tang. The soft wood handle, if provided with a hole for the reception of the tang of a diameter slightly greater than the thickness of the tang, can be driven on without danger of cracking. If of hard wood a good job requires heating the tang red hot and burning the hole in the handle to fit it. Care must be exercised, or the temper of the

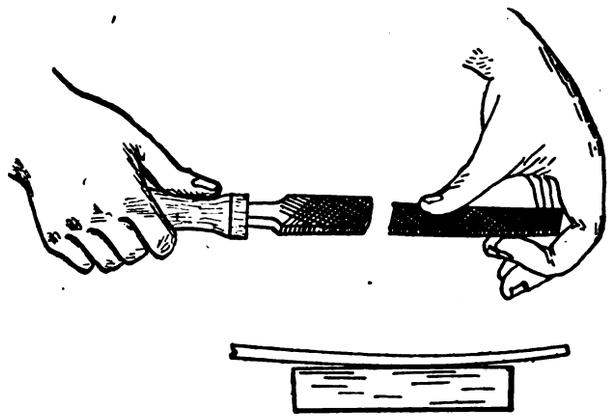


FIG. 4.

teeth near the heel will be drawn. A piece of wet waste wrapped around the heel will prevent this.

When the work surface is so broad that the file cannot be held, as shown in Fig. 1, on account of the handle striking against the edge of the work, a surface file holder must be used. In Fig. 5 is shown such a holder. The bottom of the handle is provided with a tapered, dove-tail slot to receive the tang, the outer point resting on the top of the file. Before applying the handle file the edges of the tang to approximately fit the dove-tail slot, as this may save a jammed set of knuckles. In using a file with this holder, the fingers of the left hand, resting on the top

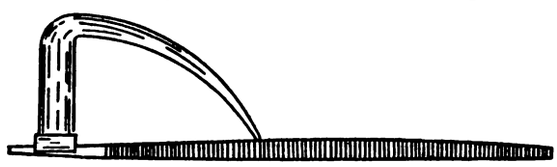


FIG. 5.

of the file, must give nearly all the pressure necessary to make it cut.

The form of surface file holder shown in Fig. 6 possesses the advantage of giving the operator a handle similar in shape and position to that used on ordinary narrow work. The rod enables the left hand to so grasp the point of the file that the downward pressure may be applied with less fatigue to the hand than in the case shown in Fig. 5. When the handle is screwed tight against the shoulder, the rod draws up on the point, thus tending to give the file more curvature, an advantage of considerable moment in filing accurate plane surfaces.

The above "talk" treats of the rudimentary part of file work, and a careful reading will help beginners, but no matter how experienced a workman may be, he cannot get the best results unless he has a good file. In connec-

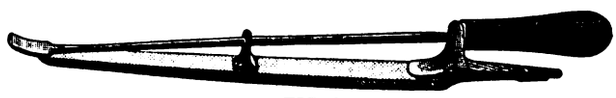


FIG. 6.

tion with this suggestion, reference is made to advertisement on page 37.

The Anthony Wayne Mfg. Co., Fort Wayne, Ind., and St. Louis, Mo., have issued an illustrated catalogue and price list of their washing machines, Cyclone churns, bread-boards, ironing tables and self-measuring oil-pumps. All these articles are thoroughly illustrated and described.

HARDWARE'S "Prices Current" are reliable.

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HARDWARE NOTES BY THE WAY.

Editor Hardware: The Milwaukee meeting was generally voted a success. The delegates were not slow in spreading its fame.

If all the clerks read *Hardware*, as many do, instead of getting such up-to-date information as they desire from stray circulars and other inanimate sources, there would be a happier clerkhood. *Hardware* literature in text and ad. will enlighten; enlightenment means advancement. Show your employer that you have anticipated the information he wishes to impart, and if you do it in a manner that will not hurt his pride and prerogative, you will not have to ask for material advancement. The enlightened clerk moves ahead spontaneously.

From an ad.: "Lawn mowers in winter time! How inconsistent in a climate of November snows! But this winter of our discontent, carrying as we do a super-season stock of mowers that ought to make room for snow shovels and other wintry paraphernalia, and our space being worth more to us than the mowers, we offer herewith, to close them out, at prices which will not prevail next summer. At these prices you can afford to carry a mower over the winter. A good mower at a bargain price is a thing of beauty and joy in your garret even in winter time."

Cleveland furnishes many good things in the Hardware line. Specialties and staples now of world wide renown, owe their origin to Cleveland. But the best thing Cleveland ever produced is the N. H. J. A. Even H. H. Bishop says so, and he is modest.

The electrical industry is so vastly expanding and constantly evolving so many articles for modern uses and convenience, that no Hardware dealer can afford to treat the line as an adjunct. Electrical supply houses are not so numerous as formerly; the trade is contracting. Why? Wide-awake Hardware dealers have shown such a live interest in the line and handled it so profitably to the manufacturer, the exclusive supply house has met a competitor worth reckoning with. The Hardware trade of the United States ought to control at least 25 per cent. of the electrical supplies demand for household and petty commercial uses in the cities, and practically all in places not having these supply houses.

Burglaries are so numerous now that the Hardware dealer ought to do a deal in appliances of the anti-burglar description. Since anti-burglar and highwaymen evolutions have proceeded to an extent where a man may feel comfortably safe, if he only knew how to protect himself, the Hardware dealer ought to come out and talk plainly. I know of a Cleveland dealer who sold over 500 revolvers in one week simply by calling the attention of the public to the highwaymen and burglar epidemic, as he termed it.

If you don't believe that prosperity is in the land, at least in the shape of activity, visit the larger agricu tural implement factories. According to inquiries, prospects and movements in this line, the American farmer has prosperity to give away.

Coal is a big item to every comfortably-inclined home owner in the winter time. He tries to economize in this item more than in anything else; it seems to be a chronic characteristic. First he buys a stove that is represented as a fuel saver; then he buys coal that lasts longest. At least he thinks he does. He sometimes isn't aware there are appliances on the market that effectually economize fuel. Make this fact known to the public, and you will sell fuel economizers.

A Western dealer has inaugurated a novel window feature. The window is trimmed up with wintry scenes; the floor of the window is sheeted with glass to represent an ice surface. Over this skim at intervals a bevy of automaton brownies mounted on skates. The exhibition attracts crowds of onlookers, and the store sells skates.

"This is the winter of our content," says a bright dealer in his ad. He claims that so far this season he has sold more stoves, snow shovels and other winter paraphernalia, than all last winter. His claims may be oversanguine, because the pre-season rush overwhelmed his better judgment, but the fact is, nevertheless, that business has not been better in the best years of the '80's, as regards volume at least.

To quote from an ad.: "I am not an expansionist of the imperial order, but I believe in commercial expansion. Since we have several un-American possessions on our hands which we must undertake to civilize at any cost, our old Indian policy will probably be the most effective. Cubans and Filipinos must be good before they can become Americans. We expected the same thing of the Indians whom we had conquered. But it has been our experience that the quickest *modus operandi* was to furnish them with arms and ammunition with which to annihilate themselves. If this policy must come to a new test, we are in the line of purveyors."

Trusts may kill old enterprise, but foster new. The various combines in the Hardware and iron branches have proved this to be the rule rather than the exception.

The new shear combination is not supposed to still further shear off profits. Neither will independent concerns be shorn of their influence. No combine, no matter how powerful, can crush out a commercial individuality which endured by sheer force of merit and achievement. So, the non-trust concerns will kindly shear to the right and left, and let the trust pass in review. When the show is over, you may do business as of yore.

Farming tools, or in a wider sense, agricultural implements, will presumably be a live feature of the trade in advance of the coming season. The farmers have now had two good crop years at good prices on the average. The manner in which they have discharged old obligations proves that. Their minds are no longer burdened with the anxieties which debts and mortgages that fall due after harvest entail. The majority of farmers who are free owners and a large percentage of the tenantry have cleared enough during the past two years to place them within the pale of modernization. Many can afford to pay as they go. The inquiries now had for fencing and tools will stimulate the country merchants to buy liberally. It will once more set the machinery of the correlative factories in motion that since '92 have felt the strain of the agricultural depression. There are great possibilities in this line, and the aggressive factors may expend even premature energy to the best of advantage.

Cleveland, December 15, 1898. J. B. RINDFLEISCH.

The firm of Elie Weill & Co., of Paris, France, will have charge of the big exhibit of the National Cement & Rubber Mfg. Co., for which arrangements have already been made for the entire period covered by the Paris Exposition.

The principal exports from Cuba to the United States are fruits and nuts, iron ore, molasses, sugar, tobacco and wood, valued at $77,000,000 for 1893, and less than $17,000,000 for 1897.—*Exchange.*

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National Cement & Rubber Mfg. Co.

E. P. Hubbell, secretary, treasurer and general manager of the National Cement & Rubber Mfg. Co., Toledo, Ohio, has tendered his resignation as assistant cashier of the Second National Bank, of that city, which, by the way, is the ranking bank of Ohio, to take effect January 1, 1899, and will thereafter devote his entire time and attention to the rapidly growing business of which he now owns the controlling interest. The original stock of this concern was placed at $25,000, and of this Mr. Hubbell now owns $19,200. Yet the business and capacity of the concern, which occupies the entire five floors of one of the largest buildings in the city of Toledo, is thousands upon thousands beyond its capitalization. Mr. Hubbell has been identified with the Second National Bank of Toledo for ten years, and his resignation was most reluctantly received.

In addition to attending to his business at the bank each day, he has been found at his desk in the factory almost every evening from the close of banking hours up to 10, 11, and often till 12 o'clock.

The National Cement & Rubber Mfg. Co. now have agencies in every city of any consequence between the Atlantic and Pacific, and from the State of Maine to the Gulf. It also has well established trade in South Africa, South America, Sandwich Islands and the principal countries of Europe. A branch house has been established in Paris, which is under the management of Elie Weill & Co., who are regularly authorized agents. An officer of the company says: "This is the only concern of its kind that sells only to jobbers." It has several salesmen on the road, and trade of late has shown a most remarkable increase.

The Arcade Absorbs the Warner.

The Arcade Mfg. Co., Freeport, Ill., have again demonstrated that nothing succeeds like success. They have added to their material possessions, and have increased their opportunities for usefulness, by the purchase of the entire outfit of the Warner Hardware Co., of the same city. In a notice to the trade in announcement of this fact, the Arcade Co. say: "We have just purchased the business of the Warner Hardware Co. of this city, consisting of its entire stock of material and manufactured goods, machinery, tools, forms, fixtures, patterns, patents, good-will, etc. We are now transferring these effects to our factory, and in a few days shall be prepared to supply the trade with all articles formerly made by the Warner Hardware Co. The addition of these articles to those we already have will give us the largest and complete line of light Hardware and patented household novelties ever offered to the public. Our new catalogue, with cuts and descriptions of this extensive line of goods, will be completed early in January, and can be had on application. By adding only superior goods to our line and keeping abreast of the times in quality and finish, we hope to merit a continuance of the liberal patronage accorded in the past."

It may be added that the taking on of this new line will necessitate a large addition to the Arcade plant, and they are planning to build in the spring, as early as the weather will permit, a substantial brick building of two stories, 50 by 120 feet in size, that will be equipped with modern appliances and machinery, which will enable them to take all possible advantages of manufacture in their line, and give the trade prompt service.

The "Graphite."

Under the taking heading of "Graphite," with date of December, 1898, the Jos. Dixon Crucible Co., Jersey City, N. J., have issued a striking little paper, which is headed Vol. 1, No. 1, and which is "issued in the interest of Dixon's graphite productions, and for the purpose of establishing a better understanding in regard to the different forms of graphite, and their respective uses."

In a very taking and cordial salutatory, the editor more fully expresses the purposes of this publication, in the following words: "Our enthusiasm in the possible uses of graphite has not abated even with the knowledge that we now have that graphite, in some form or other, is used by every civilized person on the face of the earth. We fully believe that the uses of graphite will largely increase and that the industry is only in its infancy, and it is for this reason that we hope to regularly issue this publication in order to establish a better understanding in regard to the different forms of graphite and their respective uses; for the fullest success in the use of graphite is due as much to the selection of the proper kind for the work as to its proper preparation."

That same brightness and directness of expression which have been noticeable features of all the literary productions emanating from this great company, are shown in this little publication.

Art on the Mississippi.

Col. James R. Nutting, of Iowa, has a handsome home overlooking the broad Mississippi, and when not engaged in summing up the profits of the Sickels, Preston & Nutting Co., or writing those spicy Davenport letters which give such zest to the correspondence columns of *Hardware*, finds occupation in looking Eastward across the great river, and letting the latent artistic element in his soul find expression in some scheme for the general good. This mood always comes upon him with renewed energy at the Christmas season. For several years past the outcome has been a series of "art studies," which have been sent with the compliments of his house to their many friends and patrons in all parts of the country. We are pleased to note that a new installment of this series has come with the closing days of 1898. The scenes which are depicted are timely; the artists are leaders in their lines, and the half-dozen pictures enclosed are fine enough to keep as they are or to frame—and the whole thing shows that art flourishes as finely upon the banks of the Mississippi as in other and older sections of our beloved land.

Ives' New Catalogue.

Hobart B. Ives & Co., New Haven, Conn., have just issued to the trade their Catalogue No. 10, designed for the business of 1899. It forms a very attractive pamphlet of thirty pages, well printed, with excellent illustrations, and with a description of the goods specified that is at once concise, plain and easily understood. The contents cover his complete line of window Hardware specialties, to which the "trade mark" name of "Ives" has for many years given due significance. This line includes window ventilating bolts, Ives' sash locks in the greatest variety possible, embracing over 100 different styles and finishes, Ives' window stop adjusters, for windows and sliding doors, surface and flush sash lifts, shutter bars and mortise door bolts. In connection with this larger catalogue is published a smaller one with similar contents, intended for distribution generally by the trade, being of the proper size to go in an envelope to perform its mission of enlightenment. Those of the trade not in receipt of these 1899 catalogues would do well to request the forwarding of the same.

The National Cement & Rubber Mfg. Co. are to have 100 feet of floor space at the Paris Exposition. They will also occupy Space No. 169 at the New York show, and have space at Philadelphia and Chicago shows. At each of these places will be given an exhibit, showing as near as possible something from every line of goods made by the company.

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NEW GOODS AND SPECIALTIES.

High Pressure Brazers.

The High Pressure Brazers of the National Cement & Rubber Mfg. Co., Toledo, Ohio, here illustrated, with the new improved adjustable hydro-carbon burners, have all the points of a strictly high grade brazer, and are practical in every way. The burners are a late invention, and embody new principles in the generation of heat. The tank is made of boiler steel, galvanized, and tested to 150



pounds pressure. The piping is extra heavy, and the brazer head and tray are adjustable to any height, making altogether the ideal machine for the repair shop. It is claimed that the "High Pressure" Brazer can be operated by inexperienced hands and requires less time and less fuel than any other brazer to accomplish the same amount of work. Gasoline is the fuel used. A gauge, large floor pump, fire brick and full directions how to operate, accompany each brazer. Send for catalogue.

New Departure Bells.

If all the bells made by the New Departure Bell Co., Bristol, Conn., were set jingling at once, the music would fitly ring in the new cycling year of 1899. Their line is remarkable, both in extent and character, and the truth of this statement will be realized by an examination of the various illustrations here shown. In describing these articles, the company say: "In addition to the well known lines of New Departure and Bristol bells there is this year a distinct 'New Departure,' both in conception of design and in carrying out the design to its logical conclusion in the complete bell. Fig. 1 represents the Dragon Bell, which has upon the gong a perfect representation of the Dragon of mythology in high relief, the gong being finished in matte or velvet surface so that the figure stands out bold and plain, forming a handsome and ornate bell. In this same line there is the Turtle (Fig 2) modeled upon the same lines as the Dragon, also the Lion. In the Lion Bell the whole gong is formed by the head and mane of a



FIG. 1.

Lion, the features at the top standing out in high relief and making a very attractive representation of an African Lion (Fig. 3). Another unique design is the Serpent, the gong representing a rattlesnake coiled and on guard, and around the rim of the gong rises the marsh grass and weeds through which the snake is seen coiled. These designs are handsomely modeled, hand chased and finished in a rich antique statuary bronze with base and clamp to match. In this line of bells the New Departure lock clamp only is used, and the gongs are all of the square beaded pattern, which is this year enriched by a rope fillet at the junction of the gong and bead. Another novelty which the New Departure Co. is placing upon the market is the Push Button Flag Bell (Fig. 4) illustrated herewith. On a rich matte background appears the American flag surrounded by a



FIG. 2.



FIG. .

highly polished and finished gong. The stars are silver on blue field, and stripes are alternate red and silver, the colors being of the correct shade and in hard enamel which will not crack or peel off under exposure to weather or wear. In this bell, instead of having the thumb lever for making the alarm, it is operated by a push button, and when the button is pressed the bell will ring. Turning the gong to the right with the hand re-winds the bell, which, however, is only required at long intervals. Illustrated herewith also is the L. A. W. Emblem Bell (Fig 5). which for beauty of finish and appropriateness of design is unsurpassed by any yet brought out. In this bell the wheel, spokes, wings and initials are perfect and unbroken, in high relief and finished in the finest nickel plate, highly polished and finished. In the centre appears the star which forms a component part of the emblem of the League. This bell is also furnished with large, finely cut and brilliant imitation amethyst set into the centre in place of the star, thus giving the colors of the League and at the same time an exceedingly handsome, rich and chaste emblematic bell. The League Bell is furnished with lock clamp or plain clamp, with dark oxidized background below the emblem or natural velvet nickel finished as desired. The Lion and Turtle bells have handsomely jeweled ruby eyes. The Snake and Dragon have emerald eyes. These jewels are finely cut and polished, and very brilliant." Full particulars can be obtained from



FIG. 4.



FIG. 5.

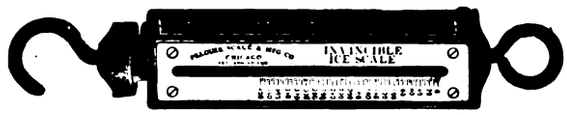
the New Departure Bell Co., Bristol, Conn., or John H. Graham & Co,, No. 113 Chambers Street, New York.

"Invincible" Ice Scale.

The Pelouze Scale & Mfg. Co., Nos. 133-139 South Clinton Street, Chicago, are placing upon the market the "Invincible" Ice Scale, which they inform us, is meeting with considerable success with the large ice companies and Hardware jobbers. It is designed for use on ice wagons

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principally, but will be of general service in large manufactories, packing houses and all places where large quantities of ice are handled. In describing this article the manufacturers say: "The new Invincible Ice Scale contains all the good points of other scales, and in addition, comes nearer meeting the requirements demanded by the ice trade than any other scale on the market. It is accurate, unbreakable;



is so constructed as to relieve all strain; both the ring at the top and hook are swivel; the dial is aluminum, with distinct black figures; owing to its construction, when a weight is hung on the scale, together with the usual momentum of rough handling, the index is not retarded, but is allowed to go the full distance of combined weight and force, after which it will immediately adjust itself to exact weight. If for any reason the index should ever register below zero, it can be quickly adjusted by removing cap at bottom and raising index arm, thus insuring a permanent scale; is recommended and highly endorsed by the largest ice companies. Write for prices."

Horseshoeing in Winter.

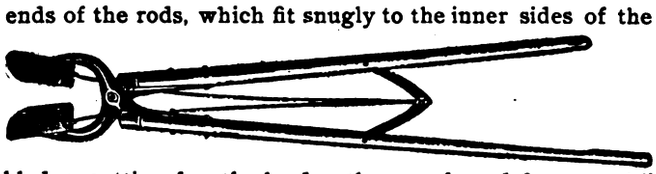
Every horse owner knows how horses are strained, when they lose their foothold on slippery roads. This evil, and the accidents arising therefrom, are now done away with, through a most important invention, viz.: the "Horseshoe-H-Stud (Neuss' Patent.") These studs have the shape of an H, of which the edges always remain sharp. Great saving of horses is thereby obtained, they having a sure footing



even on the most slippery roads. This invention in horseshoeing has given general satisfaction. In order to meet the enormous demand, Leonhardt & Co., Berlin, Germany, the patentees and manufacturers, have been obliged to enlarge their premises, and having lately built a large factory at Schoeneberg, near Berlin, which they have fitted out with special machinery and all modern improvements, they are now turning out such quantities that they have been enabled to materially reduce their prices, so that their H-studs are now not only one of the best studs, but also the cheapest in the market.

Ryan's Post-Hole Digger.

In this connection is shown Ryan's Post-Hole Digger, manufactured by John S. Bolton, successor to C. Peterson & Co., Moline, Ill. The manufacturer points out the fact that the main improvement consists in the cleaning attachment. He adds: "The digger is used with the handles closed; spreading the handles forces the rods downward. The cleaners, made of malleable iron, are riveted to the ends of the rods, which fit snugly to the inner sides of the



blades, cutting free the load as they are forced downward." He further says: "This digger will dig a seven-inch hole three feet deep in one minute. Is warranted to work perfectly in any soil, from sticky mud to dry sand. The load is cut free from the blades and forced out by simply spreading handles. The digger stands five feet high. When required we use extra long handles for holes from four to ten feet deep. All castings are malleable iron; blades best crucible cast steel; cleaner rods spring steel, and handles second to none."

Evils of Long Dating.

Notwithstanding the agitation of the question during recent years, the pernicious custom of giving extended dating on the sales, far ahead of deliveries, is showing scarcely any decrease in the leading lines of trade. A few large houses in certain branches, which some time ago gave long dates, have indeed plucked up courage and taken a bold stand. They are refusing all orders except on a thirty days' and sometimes even on a fifteen days' dating. The exceptionally hard times through which we have recently passed and the fierce competition existing are mainly responsible for yielding to the sixty days', ninety days' and even four months' extra time, which is often demanded by the buyers. It is certainly becoming a very serious question where long dating will end.

The custom of extended datings becomes a very severe tax on the wholesaler, necessitating as it does earlier placing of orders and the using of large sums of money for manufacturing long before actual requirements. It makes a demand for additional capital and consequently greatly increases the interest account. It obliges salesmen to be on the road many weeks earlier than formerly, thus paving the way for more frequent cancellations. This causes additional expense in selling the goods. The cost of all these items must be included in the price of the goods, and therefore in the end is paid for by the retailer.

Is long dating then an actual benefit to the retailer? By constantly demanding the largest possible dating and the most liberal terms, retailers injure their credit and at the same time give cause for suspicion. Their purchases in nearly all cases are far beyond their actual needs. Their stock is not in nearly so good condition or so well in hand as though their purchases were governed by their actual necessities, and as if their goods were bought with an eye single to what they could positively sell.

Those who insist upon receiving the furthest dating and the longest time find one season's accounts leaping into the next. Their limit thus being reached, they are frequently met with refusals to further increase the account. This sometimes happens in the very dullest months of the year, when it is impossible for them to realize from sales. Accordingly, it is oftentimes the cause of failure. Again, by grasping for a certain date, instead of distributing their maturities, too many obligations come due at the same time. This is very apt to seriously cramp them.

What is the real reason for giving datings? It is simply to permit the customer to avail himself of all the benefits of cash settlements and to allow him to realize so far as possible on the sales of the goods.

With the prospects of improving trade and a healthier condition of business, and in full view of the slight advantage which is really gained by long datings, it is to be hoped that business will soon be brought to a thirty days' basis. This result would greatly add to the prosperity of both wholesaler and retailer. C. H. ARNOLD.

Good Bookkeeping.

The bookkeeping of a business is its historical record. The record to be of real value must not only be correct in details, but must also be scientific in arrangement. The foundation upon which bookkeeping rests is the science of accounts. Scientific bookkeeping, therefore, is the only kind of bookkeeping which the progressive business man can tolerate. Bookkeeping as an art may be defined as the practical application of the principles of accounts to the records of business. Whatever methods embody the correct application of these principles constitute good bookkeeping. On the other hand, those methods which neglect or violate the principles of accounts serve to illustrate poor or inadequate bookkeeping. WALTON DAY.

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THE NEWS FROM NEW ENGLAND.

NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

The sixth anniversary of the New England Hardware Dealers' Association was celebrated in the United States Hotel, Boston, on the evening of December 14th, by their annual reception and dinner. The fact that this yearly feature of the monthly meetings of the Association is devoted to purely social enjoyment, gives the ever-gallant Hardwareman the opportunity to entertain the ladies, and the function is announced as "Ladies' Night." Certainly, no one after attending this gathering will entertain any future doubt as to the good taste of the Hardwaremen of New England in matters more directly connected with sentiment than a thorough knowledge of bolts, saws, locks and spring hinges is popularly supposed to induce.

The brilliantly lighted parlors of the hotel were a fit setting to the tastefully-gowned guests of honor, and one instinctively felt that, despite cut prices and ruinous quotations, it was good to be a Hardwareman. Very appropriately, it seemed to your representative, the music of the evening was provided by the Ladies' Royal Orchestra, and the soft strains of sweet music went far to complete the general feeling of friendship and good-fellowship for which this organization is well known.

The guests began to arrive promptly at 4:30 P. M., and kept the reception committee busy for another hour. The latter, composed of Wm. H. Warren, Boston; Austin H. Decatur, Boston; Elisha J. Neale, Lowell; Edward H. Mansfield, Boston; J. Carleton Nichols, South Boston; Geo. W. Burditt, Cambridgeport, and James A. Farless, Boston, discharged the onerous duties in a manner that made everyone feel at home, presenting the guests upon their arrival to President Loomis, Ex-President Thompson and Mrs. Thompson, Chaplain Crawford and Mrs. Crawford, Major Frye and Mrs. Frye, and others. The remainder of the time before dinner was spent in renewing old acquaintances and forming new ones.

Dinner was served promptly at 5:30 P. M. The large banqueting hall of the hotel was taxed to its full capacity. Two large American flags, significant of the sentiment of the Association, formed the sole draping of the room. After the guests were seated, a short and appropriate grace was said by Chaplain Crawford, U. S. N., and the following excellent *menu* was discussed:

MENU.

Oysters on half shell.

Green Turtle. Consomme Princess.

Olives.

Filets of Bass, Normandie.

Celery. Duchesse Potatoes

Turkey, Cranberry Sauce. Saddle of Mutton, Financiere.

Creamed Potatoes. Green Peas.

Vol au Vent of Oysters, Sauce Supreme.

Timbales of Chicken, Toulouse.

Charlotte Russe. Fruit Meringue.

Milk Punch. Kirschwasser Jelly.

Vanilla Ice Cream. Frozen Pudding

Assorted Cakes.

Apples. Pears. Grapes. Bananas.

Oranges.

Water Wafers. Edam Cheese.

Coffee.

After some two hours occupied in satisfying material wants, the intellectual necessities received attention. President Loomis, in a most happy speech of welcome, stated that at one period of his life he had doubted the wisdom of attempting to interest the ladies in an association whose object was the discussion of business, but that his conversion was rapid, and occurred immediately upon the first experiment; for since its introduction, Ladies' Night had been a pronounced success, and was a feature to which every member looks forward with keenest appreciation. The influence of woman in the world was all-powerful. Modern instances of this were cited in Queen Victoria, whose realm comprised one-sixth of the world's area, and whose subjects numbered over two hundred and fifty millions; in Queen Wilhelmina, of Holland, whose promise of a great future was bright, and even with the Queen of Spain, whose bad advisers had gotten her into such a troublesome mess. The speaker ventured to prophesy that should the monarchy ever be restored to France, a woman's hand would be found to be the potent cause. Returning to our own country, he called attention to the American brand of royalty. Despite the Republican form of government, we have many queens here; for every American woman is the queen of her household whom her subjects delight to serve. Reference was made to the noble work of the Red Cross Society in the recent war, and to its head, Miss Clara Barton, in particular, whose indefatigable labor had evoked the commendation of President McKinley in his recent message. Referring to woman's association with the Hardware trade, he said that until he discovered an establishment in New York City run by a very shrewd member of her sex, he had been under the impression that the business was too dull to attract the gentler ones; but that even then he had before him an announcement that a Hardware dealers' club was being formed in Illinois by a woman. President Loomis concluded his remarks by welcoming very heartily the ladies present, and added that it was just possible that at the 106th Anniversary the ladies would be the hostesses instead of the guests.

A reading by Miss Caroline Belle Howe, entitled "The Wind," followed, and was met with much favor; an encore being demanded and given.

In response to the toast: "Our Government," Hon. Henry A. Thomas, postmaster of Boston, riveted the attention of his audience and elicited much applause. Mr. Thomas prefaced his remarks by an apology for his late arrival, but added that of the two hundred tons of matter handled in his office daily, no small part was Hardware bills; therefore his hosts were in some part to blame. Before proceeding to answer the toast, Col. Thomas paid his devoirs to the lady guests, whom he said always made an audience more sympathetic and easier to speak to. The night before he had attended a banquet of the Boot & Shoe Club, at which all the speakers, with one exception, were ladies. The speaker, after referring with pride to a nation which numbered seventy millions of people, and which added ten millions more to its number almost in a day, spoke at some length of the unifying effect of the recent war; how the different racial and territorial prejudices had been sunk until every color and creed had its representatives side by side in the trenches of Santiago. He considered it the duty of the Government to give liberty to Cuba, and to extend to Puerto Rico the advantages of our own glorious institutions. Regarding the Philippines he was in some doubt, but his confidence was complete in the wisdom of the President, who, in waiting for the sentiment of the people, was following the rule established by all of his greatest predecessors. He felt that this was one of the fundamental principles of free government, and that the outcome would be an added honor to

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President McKinley, whose decision would be based on the popular wish, regardless of party, politics or religion. In concluding his remarks by a glowing eulogy on the soldiers of this country, and those of New England in particular, the speaker evoked a storm of applause and added another laurel to the wreath of esteem with which Boston has crowned one of her most popular after-dinner speakers.

The first singer of the evening was Mrs. G. W. Barber, whose rich mezzo-soprano voice of excellent range and most pleasing quality, won unstinted applause, which was rewarded by an encore.

Major James A. Frye, U. S. V., followed in response to "Our Army," and most successfully demonstrated the fact that, besides being a soldier, he was eminently qualified to win his spurs at the bar of oratory, both humorous and grave.

Major Frye is a son of the head of Frye, Phipps & Co., and has seen service in the recent war. In opening, he stated that he was glad for many reasons to be there: and not the least was to be convinced of what he had long suspected, that there was a soft side to the Hardware business. Besides, he had learned something from his friend, Colonel Thomas, that would result to his own profit. The latter had informed him that a certain benevolent old gentleman made it his yearly practice to call upon the postmaster and get all letters addressed to Santa Claus containing requests for dolls, sleds, skates, etc., and to surreptitiously fill these orders in Santa's name. The Major wished to announce his intention of immediately applying for a box of cigars, a dozen of Apollinaris, and, in fact, a general Christmas outfit. One statement in the preceding speaker's remarks which he wished to correct was wherein the latter had stated, that owing to the frequency with which he had had to reply to the toast, "Our Government," he feared the press representatives would announce that "Colonel Thomas made his usual patriotic speech, and was followed by Major Frye, who spoke as follows." The report would probably read: "Colonel Thomas was followed by others." Major Frye then called attention to a sentiment voiced by Wm. Lloyd Garrison at a recent public function. This was "that the military camps were schools of iniquity, in which the pupils were taught to be professional murderers." As the head of a small school of this kind, the speaker wondered whether he would receive a welcome at the present gathering. If this sentiment were true, how were we to regard Standish, Winthrop and Bradford, who secured for us a foothold here; or Washington and Lafayette, who struggled for, and won liberty for this great nation; or the murderers of '61, who perpetuated the integrity of the nation as a unit? Heaven help the country when such "professional murderers" were needed and lacking. The speaker believed that such training made better men and citizens, and called attention to the fact that many veterans of the civil war had risen to prominence in every trade, profession or calling. As to the future policy of the national defense, he believes in a strong regular army, a National Guard under government supervision, and, as a last resource, the volunteer. He called attention to months of wasted time, lost in teaching the recruit to take care of himself during the recent war; and the loss of life incurred before this was accomplished, and argued that this might nearly all be avoided by the building up of a regular army of sufficient and commensurate size. In conclusion, he stated that while he hoped for international arbitration to take the place of appeal to arms, and would gladly give his every effort to that end, he deemed it impracticable, and it therefore behooved us as a great nation to prepare. Major Frye's speech was followed by the warmest applause, the audience clearly showing their sympathy with his earnest and able appeal to their patriotism.

Miss Howe again favored the guests with a reading, and met with a second and third recall, making these alleged hardened business men run the gaunt of emotion from sentiment evoked by the troubles and joys of an eloping Quaker maiden, to the humor of a representation of a village gossip, and the dismay of the little one who discovered that as no liars could enter heaven, it would be very lonely with only George Washington and God.

The last speaker of the evening was Chaplain Geo. A. Crawford, U.S.N., whose response to the toast "Our Navy" was characteristic of the "Fighting Chaplain," who has so endeared himself to the American public in the recent war. With nothing of bombast or vaunting in his words or manner, Chaplain Crawford made perfectly clear to his hearers in his vigorous, terse style that, while his office was a non-combatant member of the fighting branch of the government, he was able to see the stern necessity for such work. "God can settle accounts with individuals hereafter," he remarked, "but He must deal with the sins of nations in this world." The many offenses of our opponents in the recent war before the Almighty had demanded redress; and this nation was the only one who could afford to give the much-needed chastisement. He expressed pride in his own branch of the service, inasmuch as it was the one that had never required an apology. He ventured to predict that if the stories of the victories of Dewey, Sampson and Schley were in the Bible, no one would believe a word of it, and that in five hundred years from now, some learned historical critic would demonstrate that such havoc, with such trifling damage to the victors, was an impossibility. Referring to Bob Ingersoll's criticism of the action of Captain Phillips in thanking God instead of the gunners, he preferred the judgment of the captain, who was nearer to both God and the gunners. The *personnel* of the American navy, he had found, compared more than favorably with that of any navy afloat—excepting the Swiss, which was a pleasure in store for him to meet. The men behind the guns were, in many cases, men whom a slight chance would have placed in much more conspicuous places; and the officers recognizing the fact that the whim of fate, which was responsible for this, might just as easily have reversed their positions, treated their subordinates as men and not as dogs. This was the basis of Spain's complaint of "lack of discipline" on our ships. The spirit of Americanism was nowhere stronger than on board the American men-of-war. The press was fond of satirically referring to the "good times" of our naval officers, whose cruises in times of peace were subject for comment; but this was the necessary preparation for sterner duties. In regard to the engineers of the service, he wished to say that they stood out by comparison with those of any other nation, from the fact that they were officers and gentlemen. It was customary in the navies of the old world to regard these men merely as mechanics; but the system of government which recognized them properly had made possible the marvellous record of the *Oregon*. Nine times out of ten these men were native Americans, and the tenth one was usually a Scotchman. Referring to American industries, the speaker said that the best ordnance in the world was produced here. No other nation could make twelve-inch and thirteen-inch guns capable of being fired more than one hundred times without "drooping," while ours had already been discharged over two hundred times and were still good. Speaking of our new possessions, the speaker expressed his confidence in the nation who produced such fighters and diplomats to deal righteously with each of these new dependencies, realizing that they were responsible to every other nation on earth to establish peace and stable governments in place of the former chaos. Everybody was interested—no class could claim indifference. Even the Hardware trade was involved, for the Filipinos would soon wear shoes, get corns, and consequently require knives and razors. He believed that the day was not far distant when the only great powers on earth would be the Russian, the Anglo-Saxon races, and

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those Eastern Yankees—the Japanese. Our present need was an army of one hundred thousand men and the second navy in the world. Chaplain Crawford's remarks ended in a hearty laugh, occasioned by his announcement that he intended continuing praying for both Democrats and Republicans, and, if possible, even for the poor Mugwump.

The social part of the evening was terminated by Mr. Robert L. Van Buskirk, of the firm of Chandler & Barber, Boston, whose fine baritone elicited much applause and occasioned an encore.

President Loomis, apologizing for the necessity of introducing business matters on Ladies' Night, announced the appointment of Ex-Presidents Hiram G. Janvrin, Boston; Samuel H. Thompson, Lowell, and D. Fletcher Barber, Boston, as a committee on nominations, and dismissed the meeting informally.

This annual reunion of the Association was regarded by all as the most successful from every point of view yet held, and the free representation from different parts of New England speaks eloquently of the esteem in which these yearly functions are held by the members. The one regrettable feature of the evening was the absence of D. Fletcher Barber, who has been confined to his house for several days by a severe cold.

The warm applause which constantly greeted the patriotic utterances of the speakers shows unmistakably that whatever section of the country may be open to the criticism of lukewarm endorsement of the public policy of expansion, certainly New England is free from such taint, as she has always been in matters of national import.

WHAT THEY DO WITH "HARDWARE."

A common remark among trade-paper critics is that such publications receive only a cursory examination, and are then relegated to the W. P. B. This may be true of that class of merchant whose windows are receptacles of last year's cobwebs, aud who is constantly assuring those who have time to listen to his tale of woe that the Hardware business has gone to the "demnition bow-wows;" but that it is not the case with the merchant who keeps abreast of the times was evidenced to the writer very recently. Having occasion to refer to an 1897 issue of *Hardware*, I called, in passing, upon a prominent Boston jobbing house—Frye, Phipps & Co., and asked if it were possible to obtain the issue needed. Without a moment's hesitation the copy was produced from a file, accompanied by the laughing assurance that if not there it would have been at the speaker's home; though he admitted rather ruefully that his wife did not regard such visitors with a friendly eye, as they were very likely to occupy too much of his evening.

The merchant who can find no benefit from a paper devoted exclusively to the interest of his trade. must either have an astonishingly poor paper, or be unable to read.

There are, doubtless, a few of the very old school left, who regard the printer's art as the invention of the Evil One, as will witness a letter recently received by a prominent manufacturer of Massachusetts. He had written a number of his customers, asking which trade-paper, in their opinion, was the most useful for a line which he intended to push. One reply—from the South—stated that the writer did not take any such paper, as he could see no good in them. The recipient regarded it as such a curiosity as to be worth publishing.

This reminds me of the arrest of a notorious swindler recently. When asked how he discovered so gullible a victim, he replied that on visiting the scene of his operations he went to the local paper agent and in the course of conversation, discovered that there was a man in town whose antipathy to papers was so great that he would not allow one in his house. Here was his man; and his arrest, after securing several thousand dollars, was as great a surprise to the victim as it was embarrassing to the swindler. The only matter for comment in this is how this mildewed relic of a pre-archaic age happened to have those aforesaid dollars. Some people can keep what they would never have the sense to get.

But the swindler's knowledge of human nature was all right; and the same reasoning will apply in a large measure to the merchant who is blessed with a good paper devoted to his trade, and who is too busy to study it. He will gradually notice his competitors making innovations for which he has no precedent; and taking advantage of opportunities of which he was in blissful ignorance. Then in the winter of his discontent he exclaims against all innovations; and sighing for the "good old times," assigns or sells out to some one who has time to keep abreast of his period.

One of the most pleasing improvements noticeable in the retail trade this year is the additional attention paid to window-dressing throughout New England. This does not apply to the holiday season only, but has become a part of the business of late. In Boston and many of the smaller cities and towns, the windows of the Hardware stores compare most favorably with those of any other industry. An attractively and tastefully dressed window will often persuade a passer-by that he really needs something therein displayed, of whose pressing necessity he had before been in blissful ignorance.

A recent editorial of the Boston *Herald* calls attention to the peculiar fitness of this city as a site for the proposed gigantic steel shipbuilding plant to be established on the Atlantic coast.

Boston is to have the largest and finest rope manufacturing plant in this country. This is especially interesting, now that we are about to annex the hemp market of the world.

A visitor to the recent dinner of the New England Hardware Dealers' Association would wonder how this section of the country had obtained the reputation of being anti-expansionists. Patriotic speeches were in order and every hint at annexation was roundly applauded.

The Paint & Oil Club of New England gave a dinner at the Parker House, Boston, on the 14th inst. The attendance was large, and among the speakers was W. H. Andrews, of New York, who described the old days of this industry in Boston.

Manchester, N. H., was visited with a large fire on December 16th which destroyed two large business blocks. Among the sufferers was the Hardware store of J. H. Wilson, whose loss is estimated at $4000, partially covered by insurance.

The works of the Merchants' Foundry & Machine Co.—formerly the Eagle Stove Co.—Fall River, Mass., were partially destroyed on the 17th inst. by fire supposed to be of incendiary origin. The company had been operating less than a month.

F. A. CATON.
No. 31 Milk Street, Boston.

The Harrington & Richardson Arms Co., Worcester, Mass., have aided in making pleasant the Christmas holidays by sending their friends a handsome wall calendar. It is not only all that a record of the year 1899 should be, but also contains a fine hunting scene, where a man, a dog and a bird are having a great deal of fun by themselves (all but the bird) in proving that a Harrington & Richardson gun is made for business.

Jones: "It's surprising how impractical some very learned men are."

Smith: "Yes; there's Professor Lingwist, for instance. He spent over half his life in acquiring fluency in nine or ten different languages, and then went and married a wife who never gives him a chance to get in a word edgeways."
—*Exchange.*

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Henry Robinson Towne.

In the December issue of *Cassier's Magazine*, New York, here appeared an excellent sketch and portrait of Henry R. Towne, president of the Yale & Towne Mfg. Co. The editor of that magazine correctly felt that an adequate review of the life of this busy and active man would be of interest to the public, and therefore took steps for the compilation and publication of the same. It is by the editor's permission that we reproduce herewith the sketch and portrait which accompanies it:

To create, develop and successfully conduct a great and complex manufacturing industry which, in its special line, leads the progress of the world and sets the standards of utility, excellence and beauty, will be held by many to confer a higher title to greatness in engineering than identification with showy achievements which command a larger measure of public attention and invite popular applause. There has never been a time since history began when any one of many men, under favoring conditions of opportunity and financial support, could not have linked his name with a work entitled to be classed with the seven world-wonders.

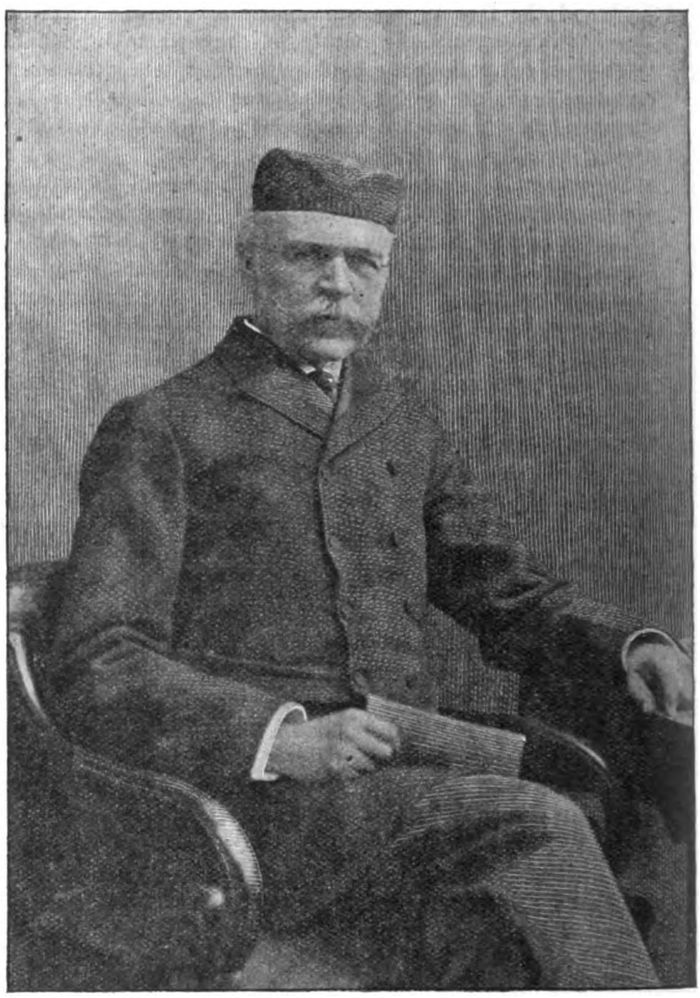
No engineering feat within the possibilities of human achievement could now be proposed which any one of thousands of living men could not carry to successful completion. It is probable, however, that not one in a thousand, and perhaps not more than one in ten thousand, of those who are capable and qualified engineers, could conduct a great industrial development from inception to finish, organise its intricate productive and distributive systems, and keep it for a quarter of a century the leading establishment of its kind in the world. To do this requires a rare combination of the best qualities of the engineer, the merchant and the man of affairs; a still more rare capacity for infinite detail, which finds nothing too small for critical attention, and a patience and persistency of concentration which few men of genius and imagination possess. In these respects Mr. Henry R. Towne may properly be recognized as one of the greatest manufacturing engineers of the United States.

The subject of this sketch was born in Philadelphia in 1844, and had the advantage of an inheritance, through both branches of his ancestry, of the best English characteristics. His father and grandfather were successful men of affairs, with a strong mechanical bent, prominently identified with the successful industries of their day. His father, Mr. John Henry Towne, was a partner of I. P. Morris, Towne & Co., owning and operating the Port Richmond Iron Works. Henry R. Towne's youthful environment was well calculated to inculcate independence of thought and the courage of conviction. The intimate associations of his childhood and youth with Rev. William Henry Furness, D D., of Philadelphia, a man of the highest intellectuality and a leader of the anti-slavery sentiment at a time when such leadership demanded great courage and devotion to principle, had much to do with developing his natural characteristics and inherited traits.

After completing an academic course, he entered the University of Pennsylvania, and remained there through the college year 1861-1862. The outbreak of the American Civil War had the natural effect of unsettling the boy, who wanted to enter the army; but, parental opposition forbidding, he insisted upon getting to work, and was taken into the drawing room of the Port Richmond Iron Works, where he remained nearly two years at the drawing board. Having shown fitness for more responsible employment, he was, in 1863, put in charge of the Government work in the shops connected with repairs of the gunboat *Massachusetts*.

The Port Richmond Iron Works had meanwhile taken a contract to furnish the engines for the monitor *Monadnock*, and in 1864 Henry R. Towne, then only about 20 years old, was sent to assemble and erect them in the ships at the Charlestown, Mass., Navy Yard. This work was done so well that he was subsequently sent to the Portsmouth, N. H., Navy Yard, in sole charge of erecting and testing the machinery of the monitor *Agamenticus* (now the *Terror*), and later of the cruiser *Pushmataha*, at the Philadelphia Navy Yard. At the age of 21 he was put in general charge of the shops of the Port Richmond Iron Works as acting superintendent. Boys developed rapidly during the great national upheaval which followed secession, and those equal to great responsibilities found the opportunity to show what was in them.

When the strain was relieved by the restoration of peace, Mr. Towne realized the need of exact knowledge in many lines of study which the war had interrupted. He became a close and industrious student under the guidance and instruction of the late Robert Briggs, and accompanied him on an engineering tour of Great Britain, Belgium and France. Before returning he took a special course in



HENRY R. TOWNE.

physics at the Sorbonne, in Paris. During this time his father had disposed of his manufacturing interests and retired from business. After returning to the United States the young man spent a year in further study with Robert Briggs, and in experimental work with him. During this association he gained a reputatiou by experiments with leather belting, the results of which were accepted as standard for 20 years. For further education in the designing and use of special machinery, Mr. Towne entered the shop of William Sellers & Co., of Philadelphia, devoted to the production of Giffard injectors, where he had a most valuable experience.

In the summer of 1868 a mutual friend introduced Mr. Towne to Linus Yale, Jr., a talented and ingenious inventor of locks, whose business, chiefly in bank locks, then employed about 30 men. Foreseeing great possibilities in the then recent invention by Mr. Yale of the lock with small flat key, now universally known as the "Yale lock," Mr.

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Towne proposed a partnership in which he should undertake the manufacturing management, and which resulted, in October, 1868, in the organisation at Stamford, Conn., of what is now the Yale & Towne Manufacturing Co. The association thus formed lasted but three months, being terminated by the premature death of Mr. Yale in December, 1868. Since then Mr. Towne, as president, has controlled and directed the enterprise thus begun.

Mr. Yale's legacy to the new concern was one of brilliant ideas, which have since revolutionised American practice in lock-designing, but which could be made commercially valuable only if reduced to practice by just such work as Mr. Towne had undertaken to perform. This work occupied the succeeding ten years, and forms the basis on which has been reared a great industry, which is still in process of vigorous development. Starting with Mr. Yale's radical departure from previous types of lock construction, Mr. Towne's work has greatly amplified these original features, and has embodied with them equally radical departures in design and workmanship, and especially in methods of production which have become the accepted standards of the trade.

In the brief space at the writer's command it would be impossible to give even an idea of the variety and perfection of the special machinery employed at Stamford in the production of locks, or of the steps of growth from small beginnings in 1869, when Mr. Towne became president of the Yale & Towne Manufacturing Co,, to the present daily output of 25,000 locks, and an organisation employing under normal conditions, 1,500 men. During these thirty years almost every important improvement in locks and lock-making machinery, and in kindred lines of Hardware, has emanated from the Stamford works, and the Yale & Towne Manufacturing Co.'s name and trade mark have everywhere been accepted as establishing for the goods which bear them the highest standard of excellence in design, workmanship and finish.

In the production of art hardware in great variety and the application of pure art to a class of work which, since the middle ages, had been neglected, Mr. Towne has been conspicuously successful. Of greater professional interest, however, is his work in providing machinery for every process of manufacture, and in organising an industrial system which is considered a model by experts in this line. What this work has accomplished in useful results is shown in the thirteen volumes of the Yale & Towne Manufacturing Co.'s catalogue, in which more than ten thousand separate articles of manufacture are illustrated and described. It is to be regretted that so little of the exact data at the writer's command touching the details of Mr. Towne's work as a manufacturer can be even referred to in this article.

Mr. Towne has been prominently identified with the great engineering societies, and has filled with dignity and grace many positions of honor and responsibility. One of the early members of the American Society of Mechanical Engineers, he became its president in 1888, and was made chairman of the large party of American Society of American engineers, representing the three great American engineering societies, which visited Europe in 1889. His contributions to technical literature, standard and current, though mainly relating to his own work in the creation of the plant and business of the Yale & Towne Manufacturing Co., have been brilliant and valuable, showing a sholarly mind, a rare breadth of culture, and a clear appreciation of the relation of theory to practice in successful undertakings.

JAMES C. BAYLES.

The soil in Cuba is marvelously rich; in some instances the same crops have been grown on the same land for a hundred years. Fertilizers are seldom used, except for tobacco.—*Exchange.*

Review of the Markets.

Hardware: Inventory taking is now the order of the day, and quite frequently extends into the night. It is believed the showing will be much more favorable in the way of profits than any year in the past five. More economical methods of distribution have been applied with vigor, a greater degree of hustling backed up by an increasing volume of trade, has assisted materially, but above all other visible forces, perhaps, is the fact that few declines have occurred, and that several satisfactory advances will strengthen the stock sheet, which can be allowed to benefit by such changes when there is prospect of others just ahead to help out the approaching year. Business is reported in every direction as being in a healthy and satisfactory condition, with numerous stock orders already in factory hands, at prices stiffer than a year ago, and yet with sure indications of being sold at a profit.

Wire Nails: An increasing demand caused by the low quotations recently prevailing, and the fear of a possible advance at an early date, have so braced up the market that it is impossible to purchase at the lowest rates of the past month, and orders for future delivery are booked at an advance. There has been no necessity for any specified agreement to keep prices in this healthy condition, as the steady demand has been of the utmost importance, lending strength to the markets, and giving encouragement to the future. We quote for jobbers of carload lots, $1.30, f. o. b. Pittsburg, for immediate delivery; single carloads, $1.35; with the usual differentials for delivery at other points, already prevailing. New York prices may be quoted: Carload lots on dock, $1.45; smaller lots from store, $1.50 to $1 55.

Cut Nails: The increasing demand for wire nails has caused some sympathetic movement in cut nails, but no greatly increased demand is evident, and prices remain about as previously quoted, as far as local trade is concerned. We quote New York prices: Carload lots on dock, $1.28 to $1.30; smaller lots from store, $1.33 to $1.35.

Wire Cloth and Poultry Netting: A very active business has been done in these lines of late, and the principal orders for future delivery have undoubtedly been booked. The competition has been stronger than ever and very low prices have been named, which have caused the retailers to book their wants as early as the jobbers' own specifications have been entered. It is felt as though higher prices would prevail when the season for regular sales open. We quote as extreme prices: Galvanized wire netting, 85 to 85 & 5 per cent. discount from list prices; painted screen wire cloth, 90 to 95 cents per 100 square feet.

Cordage: Some weakness in prices having been developed in the cordage market, there has been less activity manifested, and business, doubtless, will remain dull until the close of the year. The few changes that have taken place are indicated in the following quotations by the manufacturers for carload lots:

Manila, 7-16 inch and larger	per pound,	8	cents
" ⅜ inch	"	8½	"
" ¼ and 5-16 inch	"	9	"
Sisal, 7-16 inch and larger	"	7¼	"
" ⅜ inch	"	7½	"
" ¼ and 5-16 inch	"	8¼	"

Sash Locks: From the new catalogue of Hobart B. Ives & Co., referred to in another column, the following discounts apply:

To the Hardware Trade: December 10, 1898.

Until further notice, our discounts and terms on Mortise Door Bolts, Sash Locks and other Hardware shown in Catalogue No. 10, 1899, will be as follows:

Pages 4 to 7, Window Ventilating and Mortise Door Bolts	Discount,	66⅔%
" 8 to 9, Sash Locks. Wrought Metal	"	66⅔%
" 11 to 17, Sash Locks, Cast Goods	"	70%
" 18, Window Stop Adjusters	"	40%
" 19 to 27, Sash Lifts and Shutter Bars	"	55%

Terms, 60 days net. less 2 per cent. for cash in ten days. Prices and discounts subject to change without notice.

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Spiral Screw Drivers: Voigt, Starr & Co., agents for the sale of specialties manufactured by F. A. Howard & Son, announce the following as present prices on goods named: Trade discount, 50 per cent.

JONES' REVERSIBLE SPIRAL SCREWDRIVERS.

No. 1, Large	per dozen,	$27.00
No. 2, Small	"	24.00

HOWARD-ALLARD SPIRAL SCREWDRIVERS.

No. A1, Large	per dozen,	$18.00
No. A2, Small	"	16.00

ELECTRIC SPIRAL SCREWDRIVERS.

No. 01, Large	per dozen,	$12.00
No. 02, Small	"	10 00

JONES' REVERSIBLE SPIRAL NIPPLE SCREWDRIVERS.

No. 2, S. B	per dozen,	$24.00

Water Filters,	No. 4	per dozen,	.75,	per gross,	$ 8.00
" "	No. 3	"	$1.50,	"	15.00
" "	No. 2	"	2.50,	"	25.00
" "	A. No. 1	"	4.50,	"	48.00

Trade Discounts according to quantity.
3-gross lots, 10 per cent. off list.
2 per cent. off 10 days, or 30 days net.

Lane Bros. Co. Specialties: The following discounts are announced as the selling prices on the goods named for 1899:

Parlor Door Hangers,		Standard	40&10%
" " "		New Model	40&5%
Barn " "		Standard	60&10%
" " "		Covered	60&10%
" " "		No. 50	60&5%
Cycle Hangers			33⅓&5%

Corn Poppers: The Quincy Hardware Mfg. Co., Quincy, Ill., announce the following as their latest prices on corn poppers:

Climax, one quart	per gross,	$ 5.50
" three pints	"	6.50
" half gallon	"	8.00
Quincy, one quart	"	15.00
" three pints	"	17.00
" half gallon	"	20.00

Nested and packed, one dozen in a box, F. o. b. Quincy 60 days, 2 per cent. for cash in ten days from date of invoice.

Pump Tubing: The Quincy Hardware Mfg. Co., Quincy, Ill., quote as follows: Galvanized steel chain pump tubing, per foot, 10 cents; couplings, 25 cents each; 100 foot lots, subject to discount of 50 per cent.; 200 foot lots, 50 and 5 per cent.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, quote as follows: In lots of less than 5 barrels, 38 cents per gallon; in lots of 5 barrels or more, 37 cents per gallon. The 5 barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw; Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE DAVENPORT TRADE.

The Iowa Hardware Jobbers held their regular quarterly meeting in Des Moines on the 14th inst. Ten firms of the fourteen members were represented; peace and harmony prevailed. It was decided to make Des Moines the permanent place for holding meetings in future.

Dividends would have been four per cent. greater on the capital stocks of the wholesale Hardware trade in 1898, if the time-honored custom of charging cost for packing and carting had continued. We have never heard a dealer express any thanks for, or appreciation of, such gifts as dray tickets and second-hand packing boxes. Forcing such undesirable presents on our customers when we cannot afford to pay the expense simply proves "What fools these mortals be."

A new book just published entitled "Rock Island Arsenal in Peace and in War," by B. F. Tillinghast, of Davenport, should be read and preserved for reference by every reader of *Hardware*.

The Bettendorf Axle Co. are increasing their capital stock on account of the rapidly increasing business. Their farm wagons are manufactured of steel, except the boxes and wheels. Even the seats, including lazy back, are of one piece sheet steel. The tongues are of one piece sheet steel, including the hounds. They do not weigh any more than wood, are much stronger; being free from knots, etc., are more durable. In fact, it would seem that they are indestructible, except by accident. They make railway freight car brake beams in two pieces of sheet steel, and also trucks and body bolsters in I beam sections. Their trucks and body bolsters are now in use on thirty-five different railroads. They not only make all of these articles under their own patent, but invent and make the machines to make them.

Barb wire will probably advance two to four points after January 1st. The demand for screen wire is heavy, but both cloth and profit continue light. Poultry netting is so low that chickens can easily fly over it. Binder twine manufacturers are getting many buyers on the string. There is a sharp trade in axes, meat cutters and butcher knives. Skates are going swiftly. Tool makers are attempting to chisel out more profit. Manufacturers of wire, copper and fork handles have withdrawn outstanding quotations. Ammunition comes in slowly, but goes off with alacrity.

Davenport may not be very rapid, but we, for once, want to be the first of your correspondents to announce to the readers of *Hardware* the surprising fact that the year of 1898 is drawing to a close, and—

That profits are much smaller,
Every year.
Expense accounts grow taller,
Every year.
Old methods changing, vex us,
New systems more perplex us,
Every year.
But cold blasts give less rigor,
Every year.
We work with greater vigor,
Every year.
Learn better how to figure,
Are quicker on the trigger,
And bank accounts grow bigger
Every year!

SICKELS, PRESTON & NUTTING CO.

THE OMAHA TRADE.

Trade for the past week or ten days has been considerably above the average, both in activity and volume, not only in the Hardware trade, but in other lines. The weather has been unusually cold for the season of the year, and this has stimulated trade in all seasonable goods to an unusual extent, and the results have been a very satisfactory increase in sales. Demoralization in freight rates, while always to be deplored, as in the end resulting to the disadvantage of all concerned, the railroad companies not being excepted, has materially increased the sales of staple goods, such as barbed wire and nails, and many orders for these goods, which under ordinary circumstances would not have been placed until spring, have been bunched into the last month of the year, which will make a material increase in the sales record, if not much addition to the profit account.

Collections are all that could be desired. The feeling among the trade is very hopeful, no complaints made either in regard to the volume of business or collections, and the outlook is for a pleasant ending of a prosperous 1898, and the hope of equally good results for the coming year. RECTOR & WILHELMY CO.

THE BALTIMORE TRADE.

The earth's revolutions or time-beats for 1898 will soon cease; another memorable year will be chronicled, and the pages of history illuminated by deeds of great valor of both navy and army. Coincident with national events, the year about closing marks the retirement from business of such respected and honored firms as W. N. Wyeth's Sons, R. B. Porter & Sons, Reuter & Mallory, and our esteemed friends and competitors, the Tabb & Jenkins Hardware Co. The business handled by these respective firms will doubless be distributed among our other jobbers, who have long since distinguished themselves for honest dealings, low prices, and the courtesy and consideration extended their customers.

We review with great satisfaction the large volume of business of the past twelve months, and, whilst the orders were principally small, they have been so numerous and

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constant as to keep us hustling and working more hours overtime than has ever been our experience in previous years. The demand for cultivators, grain cradles, snaths, steel traps, oyster knives of certain brands and cross-cut saws has been far in excess of the supply. Messrs. Henry Disston & Sons advise us that they are thirty days behind in their cross-cut saw department, and Blake, Lamb & Co., of Waterbury, Conn., are evidently so buried with jump trap orders that letters and telegrams fail to reach them. We understand that one jobber of good standing having placed an order for traps, and not receiving acknowledgment of order or answers to several letters regarding shipment, sent thirteen telegrams in about as many days, C. O. D., but the answer cometh not. The jobber can console himself, however, with the knowledge that jump traps are made by the Peck, Stow & Wilcox and Oneida Community Co.'s.

The demand for skates is good, as there has been excellent skating on the ponds and many streams in this section. House cleaning and stock taking time is now on, and work in this line is being vigorously pushed, so that spring orders which begin coming in early in January, can be dispatched promptly. Collections are good, but a few merchants are still in evidence who forget that Hardware is sold strictly on sixty days, or less 2 per cent. for payment in ten days. The reports received from different sections of our territory indicate a good spring business, with increased demand for building Hardware, poultry netting, fencing wires, etc. H. W. WEBB & SONS.

THE CLEVELAND TRADE.

Wealth consists in an abundant possession of things which other people want. Desire and demand for things give them value, but at the rate we are pressing nature's forces into service creates overproduction. The laborer relieved by machinery cannot turn to agriculture without driving out those now engaged in it, and there is limit in ability to eat.

Automatic machinery compels the use of air, and hunger enforces eating, for the protection of our physical wants. The higher needs are not so manifest until culture creates a desire for them.

If the one-thousand millions of wealth said to be accumulated annually in this country is to minister to human happiness, our study of economics must be widened.

We have become so materialized by our occupations that the vast field of incorporeal needs have been ignored. The increase of the wealthy unproductive class invites attention, to the necessity of creating a demand for the higher productions. The heavy, hard drudgery now done by nature's forces brings a leisure that should be utilized to develop needs, desires and aspirations for beauty and art.

Parks, boulevards, architecture and art ought to be encouraged. We cannot always continue to seek new fields, but an endless one exists in our own borders and invites cultivation. Road improvement, tree culture, beautiful homes and lawns, art schools and music to cultivate taste, lectures and libraries to feed the intellect, we need. We must cultivate the fine arts to prevent our people from lapsing into the condition of the European peasantry. We need a lifting-up socialism, not the leveling-down kind.

Unproductive consumers denounced in other lands can be utilized as a benefit in ours if they can be made patronizers of art. Time will modify all the serious dangers and cure the evils in a country that has committed to it the problem of providing liberty under law to mankind. It is a Divine mission, and only a lack of co-operation can make failure possible.

Business men like Carnegie and Rockefeller are setting an example that is sure to be followed, and the altruistic tone that religion is assuming gives reason to hope that great wealth may not bring degradation.

All the prophecies of prosperity are being fulfilled. Christmas trade is enormous. Telegraph and express are being utilized to get supplies, as stocks are inadequate to meet the demand.

'99 is coming with bright promises. If intelligence, sobriety, manliness and integrity keep pace with our material prosperity, we shall be the kingliest nation on the globe.

LOCKWOOD-TAYLOR HARDWARE CO.

THE ALBANY TRADE.

"Merry Christmas" and "Happy New Year" are the salutations heard in all quarters, and in view of the excitement of the past few months, these greetings are especially welcome, as "Peace on Earth" is now an assured fact, so far as the United States is concerned.

As each succeeding year draws towards its close, quietude usually prevails, and the volume of business in a jobbing way dwindles down to small proportions, but we think '98 goes from the calendar with unusual vigor, and the last few laps still show considerable vitality.

Sales for early spring thus far have exceeded the last few years. Merchants are disposed to place orders in fair quantities, and the general belief prevails that prices somewhat higher rather than below the present, will rule when the time to distribute these purchases arrives.

Bookings for several leading lines at present prices are generally limited for December delivery, with slight advances for later shipments.

The consolidations among the manufacturers of some staple products, representing such large capitalization, must indicate the need of larger returns for the labor and money invested, and necessary advances in prices to accomplish the end sought seems inevitable.

The market in most of the metals that enter so largely into the composition of many articles continues strong. With copper, lead, tin, spelter, zinc, etc., ruling high, slow-



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ly but surely this must have a bearing on costs of a large variety of Hardware and specialties that in the past have been sold at surprisingly low prices.

The present activity is thus accounted for, and a good, strong market for spring may safely be expected, in our opinion. The recent cold weather has closed our navigable waters, and with the scarcity of ice last year, the rivers, lakes and ponds will be active scenes of ice harvesting, and create a good demand for the tools and implements employed.

Skates and sleighs have had excellent sale, and holiday trade has carried off the surplus of stock, leaving but few goods in these lines to be inventoried.

An excellent business has recently been done in table and pocket cutlery, razors and scissors. Medium grades have had the call, the finer qualities going rather slowly.

The actual result of the year's business to be determined by inventory, is naturally awaited with anxious expectations, and the steady increase of sales during the last half of the year no doubt presages a fair showing for '98.

ALBANY HARDWARE & IRON CO.

THE CHICAGO TRADE.

In the year that is drawing to a close we have much to feel thankful for.

Since 1892, each inventory has shown a marked decline in the price of goods (in some instances amounting to over ten per cent), while the present December's estimate will not average a shrinkage of over 2½ per cent.

Then, too, the bulk of our business has wonderfully increased through the entire year, and while profits are indeed quite small and we have entered into what is usually termed "the dull season," orders are of a magnitude that compares most favorably with early fall months.

In the recent advances of lead, copper, tin-plate, steel billets and screws, we can most clearly see indications of advances early in the new year of finished products, and a demand that we feel now will keep our already large force and splendid equipment advantageously employed through the early months of 1899.

An extremely gratifying feature of our business is the fact that our traveling salesmen are bringing us the most complimentary messages from customers because of our marked promptness over many competitors in our methods of quick shipments of mail orders and our full supply, when many jobbers were out, during the year, of such seasonable goods as refrigerators, poultry netting, wire cloth, loaded shells, stove boards, etc., etc.

In conclusion we desire to state that we are most hopeful of the future, and extend to the editorial department of your most excellent journal, and our many good friends elsewhere, a very Merry Christmas and Happy New Year.

WELLS & NELLEGAR CO.

THE PITTSBURG TRADE.

"Peace on earth, good will to men," is the sentiment for the world upon this joyous holiday. The entrance into our world of a Saviour, and His wondrous teachings nineteen hundred years ago, have transformed all human thought and action. Progress toward the ideals has not been so rapid as could be wished, and yet comparison of the present feeling of man for his fellow-man, with that displayed one thousand, five hundred, or even one hundred years ago, shows steady advance and growth of the Christian influence over the lives and conduct of men.

Our recent war for humanity, marred though it may be by some selfish grasping, is a distinct advance upon anything the world has yet seen.

This is a good time and a fitting occasion to greet each other in our business houses with good will, each wishing his competitor a successful year and good prospects for the future. Good feeling of this kind softens many hard corners and makes the daily grind of business run more smoothly, certainly a desirable end.

Holiday trade has been very good in cutlery, skates, sleds, etc. More people have steady employment than for years, and the money to buy these comparative luxuries is more plentiful. Collections are good and the year closes with all busy and a bright outlook for the future.

LOGAN-GREGG HARDWARE CO.

THE PHILADELPHIA TRADE.

At this time of the year, trade is naturally drawing to a close, as salesmen are home for the Christmas holidays and taking of stock, and the pricing of salesmen's catalogues are in order for the coming season. This year is no exception to the rule, and our thoughts turn to a retrospection of the year.

The year 1898 will long be remembered as a critical year in the financial history of our country. Opening with a future greatly clouded by the prospect of war with Spain, and with the currency question demanding settlement, while echoes of the old free silver controversy were still to be heard, the future did not show many signs of promise.

This year, however, has witnessed a marvelous change in this respect. The war with Spain has resulted most satisfactorily; the free silver controversy has been forgotten; the era of prosperity in the West, which has led to the public burning of cartloads of mortgage papers on Western farms, and in the general prosperity the currency question does not seem to press for immediate settlement.

Our exports have increased enormously, and our foreign market promises to be permanently enlarged by our new foreign possessions, as well as by the increased hold we have lately secured in friendly foreign markets.

While the West has felt this prosperity to a marked degree, it has not been so fully realized in the East, but unless all signs fail, 1899 should be a prosperous year for the East as well as for the West.

It is a most noteworthy fact that, with but few excep-



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The . . . "ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

OILERS.

"PERFECT," 25c.



The Best Oiler in the World.

"STAR," 10c.

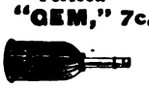


Second only to the "Perfect."

"LEADER," 10c.



"GEM," 7c.



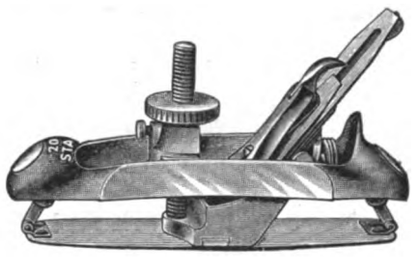
The Best Oilers Possible, at the Lowest Prices Possible.
Our name on an oiler means "best quality."
CUSHMAN & DENISON, - 174 9th Ave., N. Y.

IMPROVED Labor-Saving CARPENTERS' TOOLS.

STANLEY RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL Hardware Dealers.

Stanley's Improved Victor Circular Plane.



The Flexible Steel Face of this Plane can be made concave, or convex, by turning the screw which is attached to its centre.

No.20. Circular Plane, Nickel Plated, 1¾ in. Cutter, $6.00

tions, prices still remain at the lowest level, despite the fact that manufacturers have been extraordinarily busy; whether these low prices can continue seems very problematical, and reports seem to indicate that prudent buyers throughout the country are ordering rather more freely in anticipation of better demand for goods and higher prices.

BIDDLE HARDWARE CO.

THE COLUMBUS TRADE.

We have had ideal winter weather for the past two weeks, and in most of the Northern territory the sleighing has been excellent. Trade in all lines has been away above the average, and we find our city merchants are doing a very large holiday business, and the class of goods sold is of better quality. This indicates more money among the shoppers. The usual dropping off in the Hardware business in the early part of December has not been apparent so far, and the demand for goods seems to be as large as in October and November. Orders for spring goods are coming in more freely than usual, but prices are simply ruinous. You take an order and guarantee prices, and then trouble begins. Some salesmen think it a smart thing when they find a merchant has placed an order, to cut the price below what his house would want to accept the order at, but he does it to keep the man who has the order from making any profit. There are not many such men on the road, but any is too many. It is an unprincipled thing to do.

We hope the correspondent of the Gille Hardware Co. will fare well in the Kansas City lottery. We suggest that in case he draws the jackass, he can use it for an emblem in the Hardware business, and believe that most jobbers of Hardware would find such an emblem very fitting, judging by the profits we sell goods at.

SMITH BROS. HARDWARE CO.

The W. H. Sweeney Mfg. Co., Brooklyn, N. Y., are at work on a new catalogue that will cover their entire line, and they hope to have it in readiness for distribution among the trade early in January. This will be one of the most important catalogues they have issued, and well worth the attention of the dealers interested in their lines of manufacture.

"A genial old Chief of Police,
For a joke, once arrested his niece
For patching his pants
With a quilt of her aunt's
Which he said made them
"Breeches of piece."

—*Stamford, N. Y. Mirror.*

Side Line Offered.

WANTED—Salesmen calling on willowware, Hardware trade and department stores to sell side line; quick seller and easily handled. FAVORITE MFG. CO., Mt Elliott Avenue and Wight Street, Detroit, Mich.

Seven Strong Points of the CHAMPION IMPROVED MEETINGRAIL LOCK.

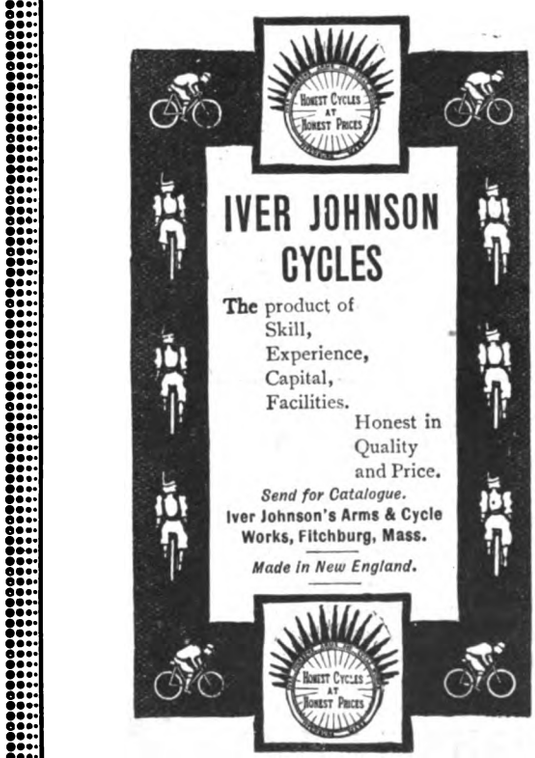


Draws the meetingrails together, and prevents rattling. Is simple. Strong. Durable. Operates Easily. Is Secure. Prevents damage to upper casing when sash is thrown up. . . . .

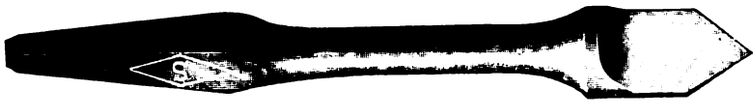
Through our modern facilities, and large line of Sash Locks, we can satisfactorily MEET THE WANTS of the most exacting. . . . .



Champion Safety Lock Co.,
CLEVELAND, OHIO.



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No. 310 FOR METAL.



No. 315 FOR METAL AND WOOD.



No. 320 FOR METAL.

Mayhew's Countersinks

for Wood or Metal.

CATALOGUE ON APPLICATION.

H. H. MAYHEW CO.,

SHELBURNE FALLS, MASS., U. S. A.

President McCartee in Crayon.

Peter McCartee, president of the Hardware Club of New York, was the most thoroughly surprised man in the United States, on Friday of last week.

Some time since, a number of his closest friends in the club, instigated and led on by Charles Putzel, Esq., a prominent member of the city bar, gave an order to artist R. Wilhelm, No. 624 Madison Avenue, for a life-size portrait in crayon, of Mr. McCartee, and the order was filled to the complete satisfaction of all. The portrait is to the very life, and when fitted in a handsome gilt frame, and hung in a good light, as it was at 4 P. M., of Friday, it seemed almost as though the president was there in person.

He was there, a few moments later, won to the spot by a good "fish-story," well told. Ushered into the library he found the little circle of donors gathered, and when he realized what was up, and caught a glimpse of the portrait, he would have sold his gift of speech for a farthing, as it was utterly useless.

Mr. Putzel filled in the breach, and with a few simple, but eloquent and heart-felt words, told Mr. McCartee how his friends loved him, and had expressed that love in this gift.

Mr. McCartee rallied. He was equal to the occasion—his face, and the tone of his voice told as much as his words. His response was touching, and went to the heart of everyone present.

The portrait to-day hangs in a conspicuous place on the club walls, the admired of all who see it.

There is only one Peter McCartee!

Here's a "Merry Christmas" to him!

HARDWARE costs only One Dollar a year.

Some Parts That Young Men Have Played in History.

Jefferson, at thirty-three, drafted the Declaration of Independence.

General Sheridan was thirty-four at the close of the war.

Napoleon was Emperor of France at thirty-five.

Commodore Perry fought the battle of Lake Erie at twenty-eight, and died at thirty-four.

Nelson was forty at the battle of Aboukir.

Hamilton was thirty at the close of the War of the Revolution.

Fulton was thirty-eight when he launched his first steamboat.

John Hancock was thirty-eight when president of the Continental Congress.

Henry Clay at thirty-seven was United States Commissioner to negotiate the Treaty of Ghent.

William Pitt was Prime Minister at twenty-seven.

Robert Bruce at forty defeated the English at Bannockburn.

Daniel Webster at thirty-six was the leading lawyer in the United States.—*Exchange.*

The National Cement & Rubber Mfg. Co., Toledo, Ohio, have recently added a number of features to the concern's already elaborate line, and at the present time manufacture and carry the largest line of goods of its kind in the world. The famous "High Pressure" brand of cements, vulcanizers, brazers, etc., is known the world over.

Sagua la Grande, Cuba, on the Sagua river, 11 miles from the port, has a population of 18,000, and a superior climate and sanitary arrangements.—*Exchange.*

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,

COLUMBUS, OHIO.

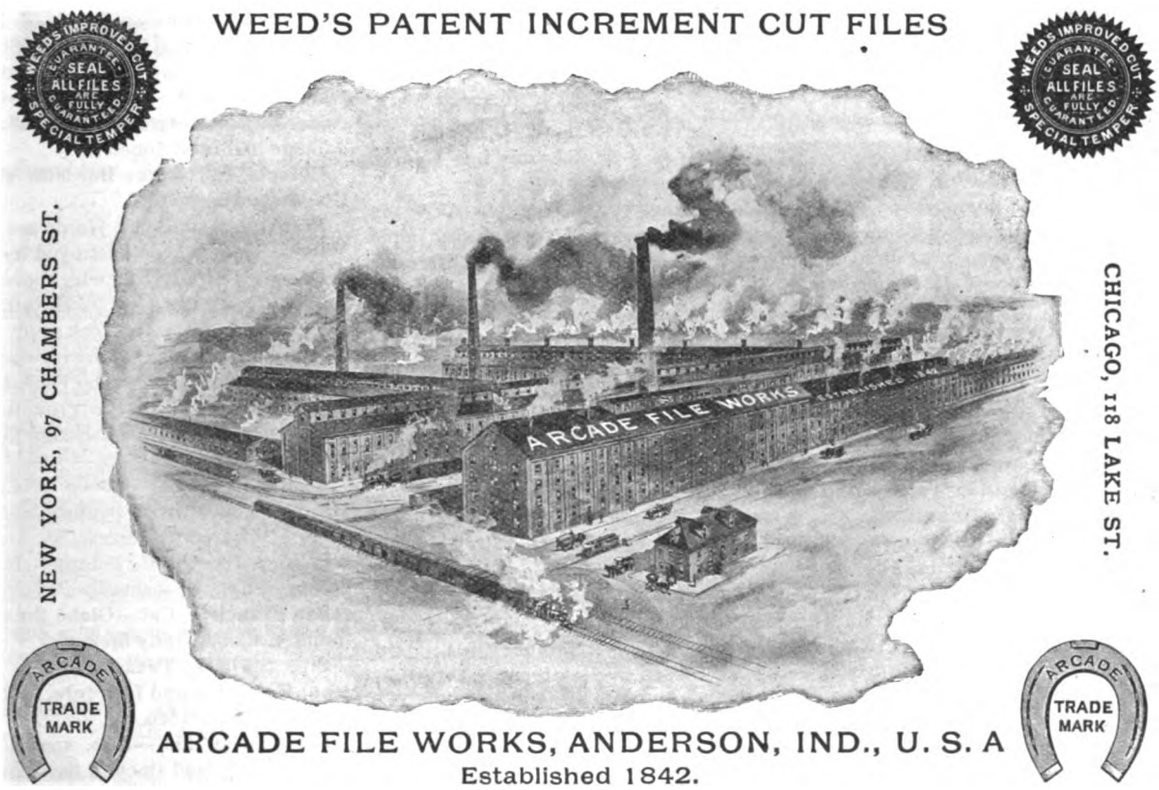
Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

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IF IT'S AN ARCADE, IT'S THE DEST.

That the ARCADE FILE WORKS at Anderson, Indiana, is the largest and most completely equipped plant for the manufacture of files in the world, is a minor point. Its product is what you are interested in and the Arcade product stands at the head of file production for the common-sense reason that their methods and facilities are ahead of their competitors'.

Mr. Alfred Weed, who is the superintendent and mechanical head of the company, is one of the oldest file makers in the United States, and has probably taken out more patents on file machinery than any other living manufacturer. The entire plant at Anderson is the product of his skill and practical experience, comprising machinery especially designed for turning out every detail of the work, not only by the most careful and systematic methods, but with the greatest possible saving of time and money. Fifty cents goes as far here as a Dollar in many of the old-fashioned plants. Then, too,



the company owns a tract of natural gas land from which their fuel supply is drawn—the cheapest fuel in the world; and buyers of ARCADE files get the advantage of all these economies by the increased value of the product.

These facts show why it is safe for us to sell files under our guarantee that **THEY WILL CUT FASTER AND WEAR LONGER THAN ANY OTHER FILE ON THE MARKET, OR WE WILL MAKE NO CHARGE.** All our files have Weed's Improved Increment Cut, which equals the best English Hand Cut.

If you use files take advantage of this offer on a trial order, however small. There's absolutely no risk to you in the trial.

IF IT'S AN ARCADE, IT'S THE DEST.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Bloomfield, Mo. — The Drysdale-Ulen Hardware Co. has been incorporated by J. A. Miller, A. H. Carter, Sam Ulen, G. A. Drysdale and H.W. Graham, to do a Hardware business. Capital stock, $5500.

Butler, Ohio.—S. Ritter.

Galesburg, Ill.—E. V. James.

Hinesburgh, Vt.—Thomas Cassidy.

Menominee, Mich.—The Northern Hardware & Supply Co. has been organized with George L. Hastings, president. Capital stock, $50.000.

Plymouth, Mich.—The Connor Hardware Co. have moved into their new stores.

St. Louis, Mo.—The E. M. Birker Mercantile Co. has been incorporated by E. M. Birker, W. G. Austry and G. B. Austry, to conduct a Hardware business. Capital stock. $4000.

Changes and Improvements.

Alden, Ill.—Walling & Nutt, Hardware, succeeded by H. D. Walling.

Ann Arbor, Mich.—Parker & Schneider, Hardware, stock has been purchased by George C. Hascall. George L. Moore will act as manager.

Anniston, Ala.—W. L. Kemp & Co., Hardware, sold out.

Blaine, Wash.—A. L. Johnson has sold his Hardware business to C. R. Hovey & Son. Mr. Hovey was connected with the Marshall-Wells Hardware firm of Duluth.

Carthage, S. D.—Martin & Welch, Hardware, succeeded by H. G. Seaman.

Cherokee, Iowa.—Powell & Lamont, agricultural implements, succeeded by Lamont Bros.

Connersville, Ind.—Cain & White, Hardware, stoves, etc., selling out.

Elkhart, Ind.—H. B. Miller, of Bristol, Va., has purchased the Hardware store of Charles Steele, No. 106 South Main Street, and will take immediate possession.

Hartford, Conn. — Clap & Treat, the Hardware dealers in "The Courant" building, have decided to vacate their present store, and till January 1st will devote their energies to closing out all the stock in the store.

Hemet, Cal.—John J. Walther, Hardware, sold to Weber Bros.

Henderson, Ky.—The Banks Hardware Co.'s stock has been sold at assignee's sale for $2350. O. W. Rash being the purchaser. It was invoiced at $7200.

Jacksonville, Fla.—John Bond & Co. have purchased the Hardware business of Claude L'Engle and assumed charge.

Laredo, Texas.—Geo. C. Woodman & Bro., Hardware, crockery, etc., succeeded by Deutz Bros.

Mansfield, Ohio.—Sam J. Colwell, has purchased interest in the Calver Hardware Co., on South Park Street, to which he will give his personal attention.

Muskegon, Mich. — The Towner Hardware Co. have purchased the Frank Alberts Hardware stock. The latter will inventory from $6000 to $7000.

New Haven, Conn. — The Bronson & Townsend Co. have purchased from the receiver the business of the Bradley, Dunn & Carrington Co., wholesale dealers in Hardware. The new company is capitalized at $24.000. W. W. Bronson is president, and John W. Townsend, secretary and treasurer.

Newport, Vt.—Stowell & Silsby, Hardware, succeeded by Silsby & Johnson Co.

Parker, S. D.—Mr. Weaver intends taking what remains of the stock of Hardware in Jones, Harper & Co.'s Hardware store the 1st of January, and moving it to Armour, where he will engage in the Hardware business.

Pine City, Minn.—H. N. Welch, Hardware and furniture, succeeded by Otto H. Schleusener.

Pittsburg, Pa.—Reiter & Armstrong Ltd., Hardware, succeeded by H. C. Reiter.

Rose, N. Y.—B. Johnson has sold his Hardware store to Willis Chrisler.

Saronville, Neb. — Olson & Aspegren, lumber, Hardware and agricultural implements, succeeded by Aspegren & Strand.

Shenandoah, Pa.—William A. Davis, the Hardware dealer of Frackville, has sold the business to William Hersker & Co., of Mahanoy City. They will close the store and remove the stock to Mahanoy City.

St. Claire, Minn. — Frederick Gerlick, Hardware, succeeded by Moses & Turrittin.

Ulen, Minn.—Syverson & Mellem, agricultural implements, succeeded by E. R. Syverson.

Velasco, Texas.—The Howell Hardware Co. have purchased the Hood-Holland stock at Nos. 207 and 209 San Jacinto Street.

Wathena, Kan.—Meidinger Bros., Hardware, succeeded by Meidinger & Felter.

Business Embarrassments.

Aurora, Ill. — The Hardware store of Leonard Moss has been closed by the sheriff.

Beverly, Mass. — W. W. Marshall, Hardware dealer, has filed a petition in bankruptcy. Secured claims, $592.06; unsecured, $4070.67.

Chattanooga, Tenn.—Vance & Kirby, Hardware dealers, have voluntarily gone into the hands of a receiver, to settle the estate of deceased partner. R N. Phillips has been appointed receiver. Liabilities are $15.000; assets, $75.000.

Chicago. Ill.—Benjamin Wegforth, dealer in cutlery and Hardware, has made an assignment.

Exeter, N. H.—Getchell & Taylor, the largest Hardware and crockery firm in town, have made a voluntary assignment to Henry C. Field, of the firm of Lamson & Field, crockery dealers. The amount of the liabilities is not yet known.

Hopkinsville, Ky.—Dunguid & Wells, dealers in groceries and Hardware, have made an assignment to Larkin Brasher.

Louisville, Ky.—Jacob Korb & Son, who have been in the retail Hardware business at Nos. 940 and 942 West Market Street, have assigned to the Fidelity Trust & Safety Vault Co. The firm's assets are estimated at $7000, and the liabilities at $5000.

Richmond, Va. — W. S. Wood & Son, Hardware, Main Street, have filed a petition in bankruptcy.

Fires in Hardware Stores.

Arcade, N. Y.—J. H. Dodge's Hardware store has been destroyed by fire.

Brownstown, Ind.—N. C. Apgar, Hardware store destroyed by fire.

Cambridge, Mass.—C. H. Moore's Hardware store has been destroyed by fire.

Des Moines, Iowa.—Fire has destroyed the Hardware store and stock of Lewis E. Bolton, Nos. 413-415 East Sixth Street.

Elba, N. Y.—Fire broke out in the Hardware store of A. L. Fromer, a few days since, but was extinguished before much damage had been done.

Eufaula, I. T.—The Burdette Hardware Co., destroyed by fire.

Frankton, Ind.—The Hardware stock of Wise & Son has been destroyed by fire.

Genoa, Neb.—A fire which occurred in the Hardware store of T. Moran, did considerable damage to stock and building. The loss is fully covered by insurance.

Independence, Mo.—The Nichol building has been burned to the ground, and the Hardware stock of G. M. Nichol is almost a total loss.

Prairie City, Ill. — Shoop & Chambers, Hardware, destroyed by fire, at a loss of $10,000; insured for $4500.

Quincy, Ill.—R. C. Gunther, Hardware, damaged by fire; insured.

San Francisco, Cal.—Globe Brass & Bell foundry, damaged by fire.

Sipe Springs, Texas.—Barton & Moorman, Hardware and furniture, destroyed by fire; some insurance.

South Bend, Ind.—Fire, smoke and water have damaged stock in the basement of the G. E. Meyer & Son's Hardware store on North Michigan Street, to the amount of $500.

Burglaries in Hardware Stores.

Auburn, N.Y.—D. A. Smith & Co., small loss.

Buckhannon, W.Va.—Hooker's Hardware store, small loss.

Cincinnati, Ohio. — Bandle Arms Co., $2000.

Fairport, N. Y.—J. G. Dunbar, $500.

Hornellsville, N. Y. — Davis & Olcott, $150.

Kansas City, Mo.—Burnett & McVey, $75.

Pennsburg, Pa.—J. G. Mensch, $500.

Stevens Point, Wis.—A. R. White, small loss.

Tiffin, Ohio.—Park Bros., revolvers.

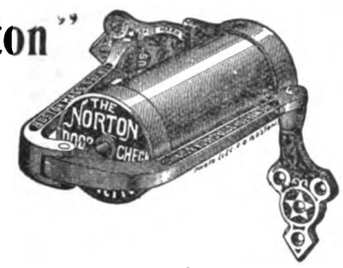
Toronto, Ont.—Thos. Meredith, $20.

Wanstead, Ont.—Duncan & Co., small loss.

Washington, D. C.—James S. Topham, $400.

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THE "Norton"



Address 505 SEARS BUILDING, BOSTON, MASS.

An Air Check.

A Good Seller.

DOOR-CHECK and Spring.

WRITE FOR PRICES.

Our Headquarters,



MASONIC TEMPLE, Chicago, Ill., U. S. A.

Expert Designers, And Correct Arrangement Hardware Stock.

Manufacturers' Warren's Patent Hardware Sectional Shelving.

Shipped to all Parts of the World.

J. D. WARREN MFG. CO.

FIXTURES

We manufacture the latest style and most modern Hardware Store Fixtures at prices to get your trade.

The Cleveland Store Fixture Co.,

Factory, 153, 155, 157 & 159 Case Ave.
Salesrooms, 302 and 304 Seneca St. cor. Champlain,
CLEVELAND, OHIO.

Write us before ordering elsewhere.

...Established 1867



C. H. & E. S. GOLDBERG,

MANUFACTURERS' AGENTS FOR

General Woodenware,

BROOMS,	*SCREEN DOORS,*	*LINOLEUM,*
BRUSHES,	*WINDOW SCREENS.*	*MATTING,*
BASKETS,	*WASHING MACHINES,*	*RUGS,*
REFRIGERATORS,	*CLOTHES WRINGERS,*	*CORDAGE,*
SNOW SHOVELS,	*HAMMOCKS,*	*TABLE OIL CLOTH,*
FLOOR OIL CLOTH,	*BICYCLES,*	*ICE CREAM FREEZERS.*

Possessing ample facilities, in their new location covering nearly a whole block, they are enabled to carry the largest stock of goods in this line known to the trade.

New Catalogue Mailed on Application.

WEST BROADWAY, READE and HUDSON STS., NEW YORK.

TRADE MARK.



GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.

The Original Ring Packing.

In ordering give EXACT diameter of Stuffing Box and Valve Stem.

None genuine without this Trade Mark.

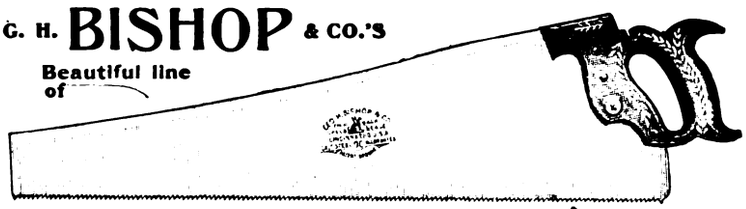
THE GOULD PACKING CO.,
EAST CAMBRIDGE, MASS.

A. CHIPMAN, Treas.

SAWS

G. H. BISHOP & CO.'S

Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

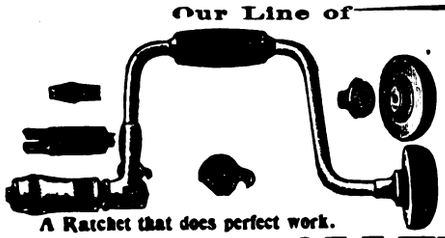
Salaried EASTERN and EXPORT Representatives.

KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

LANCASTER MACHINE & KNIFE WORKS, LANCASTER, N. Y.

Our Line of

BRACES AND CLEAVERS



A Ratchet that does perfect work.

Is Most Complete,
Quality the Highest.

HAVE YOU OUR CATALOGUE?



Warranted.

ALLERTON-CLARKE CO.,

118 Lake Street, CHICAGO, ILL.

Sole Agents,

97 Chambers and 79 Reade St., NEW YORK.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements. etc, will be gladly received, and promptly published.

New Companies, Etc.

Bridgeport, Conn.—The Bridgeport Brass Co., with a capital stock of $150 000, has been licensed to do business in Illinois, with a capital of $4500.

Buffalo, N. Y.—The Buffalo Mfg. Co., to manufacture metal water coolers, filters, etc. Authorized capital, $20,000; paid in, $13,000. Incorporators: P. Heinz, W. J. D. Most, Frank Tralles, Edward Bullett, Buffalo.

Chicago, Ill.—The Niles Mfg. Co. has been incorporated by S. S. Niles, T. Gardner and D. P. Flannery, to manufacture brass and iron castings. Capital stock, $15,000.

Chicago, Ill.—The Richardson Ball Bearing Skate Co., capital stock, $15,000. Incorporators: Robert M. Miller, Charles S. Weaver and Donald L. Morrill.

Detroit, Mich.—The Star Corundum Co., to make and sell Corundum, emery and stone wheels. Authorized capital, $10,000; subscribed capital, $10,000; paid in, $10.000. Incorporators: John Heffron, John G. Downie, John Winklemeyer, Jr., Dennis B. Hayes, Benj. H. Scranton.

Durand, Mich.—The Durand Harrow & Mfg. Co., with a capital stock of $20,000, will start factory in operation in about ten days.

Evansville, Ind.—The Randall Filter Co., to manufacture water filters. Capital, $5,000. Directors: E. B. Larch, E. P. Hahn, W. H. Randall.

Indianapolis, Ind.—The George Baldwin Plow Co., capital, $10.000. Incorporators: William E. Mendenhall, D. O. Porter, E. D. Porter and George Baldwin.

Lawrence, Kan.—The Olsted Stove Mfg. Co. has been incorporated by C. Olsted, S. Kelsall, J. M. Spencer, E. T. Van Voorhis and O. L. Turner, to manufacture stoves, furnaces and stove utensils. Capital stock, $800,000.

Newark, N. J.—The International Railway Sash Lock Co., has been incorporated with a capital stock of $100,000, of which $3000 is paid up. Bernard Biglin, Timothy J. Campbell, Edward V. Skinner, Walter D. Birdsall and James Jackson, of New York, and Edward L. Price, of this city, are incorporators.

New York, N. Y.—Kinsey, Rainier & Thomson has been incorporated by J. T. Rainier and T. A. Thomson, to deal in safes, locks, etc. Capital stock, $30,000.

New York, N. Y.—The Law Co., to deal in emery wheels and machinery. Authorized capital, $20,000; paid in, $500. Incorporators: J. S. Law, Jr., C. W. Law, M. V. Cook.

Niles, Ohio.—The Thomas Furnace Co. has been incorporated to manufacture iron and steel. Capital stock, $10,000.

Portland, Me.—The International Automatic Weighing Machine Co., capital, $1,000,000. Incorporators: Frederick Hall, and C. A. Hight.

Salt Lake City, Utah.—The Utah Rubber & Mfg. Co. have filed articles of incorporation with the County Clerk. The incorporators are A. G. Wigglesworth, president; L. Bentley, treasurer; L. Wigglesworth, F. A. Utter, secretary, and A. M. Bentley, all of Salt Lake City. The amount of capital stock is $3000, in shares of $10 each. Of this stock $2000 is paid up. The company is an extension of the Utah Rubber Mfg. Co., and will engage in the manufacture of packing and deal in engineers' supplies.

Windsor, Ont.—The Standard Paint & Varnish Works Co., with a capital of $12,000, and John Davis, J. A. Straith, O. E. Fleming, R. L. Dunn and Albert Stoll as incorporators.

Worcester, Mass.—Prentice Bros. have been incorporated by W. E. Prentice and E. W. Whitmore, to manufacture machinery and tools. Capital stock, $100,000.

Changes and Improvements.

Chicago, Ill.—The Chicago Hardware Foundry Co. will erect a foundry at North Chicago, adjacent to the factory of the Chicago Hardware Co.

Cuyahoga Falls, Ohio.—Howe & Co. have been awarded the contract for the erection of a brick building for the Falls Rivet & Machinery Co. on the property occupied by the rivet department of their works. The new building will be 38 by 48 feet, 20 feet high, and will be used as a tinning room. This step has been made necessary to make more room in that department, which has been crowded for some time past with the large orders the firm have received for their superior rivets.

Ironton, Ohio.—The Kelley Nail & Iron Co., of this city, will expend over $100,000 on improvements to their works. Already over $60,000 has been spent for machinery for the new wire-drawing plant. Sixty new wire nail machines that will cut nails from 1 to 7 inches in length have been purchased and are being put in position. By reason of these improvements the works, which give employment to 300 men, will add 100 men to the payroll.

Norwich, Conn.—The entire property and assets of the Hopkins & Allen Mfg. Co., manufacturers of fire arms, a concern capitalized at $225,000, and when running on full time employing about 350 hands, has been purchased by a syndicate headed by Charles P. Cogswell, president of the Second National Bank, of Norwich.

Norwich, N. Y. — The negotiations for the purchase of the sled factory by Don A. Gilbert & Son have closed and workmen are busy making the repairs necessary to put the plant in shape for use. Work on the sleds will not be transferred to the newly acquired plant at present as the season is so far advanced that the time required for the removal cannot be spared.

Rushville, Ind.—The Star Drill Works Co. is being reorganized with $30.000 capital. The company will embark on a large scale in the manufacture of corn and wheat drills.

Recent Embarrassments.

Middletown, Conn.—The Cutaway Harrow Co., of Higganum, have assigned to Clement S. Hubbard, as trustee.

Toledo, Ohio.—Isaac D. Smead, manufacturer of heating apparatus, filed petition in bankruptcy. Liabilities are about $900,000.

Recent Fires.

Cincinnati, Ohio.—A still alarm called the department to the Globe File Works, in Eighth Street, near Harriet, a few nights ago, where an overheated furnace caused a small blaze that was extinguished with trifling loss.

Erie, Pa.—Fire has caused $10.000 damage to the Chicago & Erie Stove Co.'s works. The loss is partly covered by insurance.

Milton, Pa.—A fire broke out in the nail works of the F. A. Godcharles Co. a few nights since, destroying the main buildings, in which were situated a large number of nail making machines, as well as hundreds of kegs of the manufactured product. This is one of the largest nail factories in Central Pennsylvania, and employs about 200 hands. The loss is estimated at about $100,000. The insurance is about one-fourth.

Pinole, Cal.—Two acres of frame buildings, comprising the gun-cotton manufacturing plant of the California Powder Works, have been destroyed by fire, involving a loss to the company which is variously estimated at anything between $7000 and $12,000.

Racine, Wis.—Fire in the shops of the Belle City Malleable Iron Co., situated between Albert and Kewaunee Streets, along the Chicago & Northwestern track, has entirely destroyed the entire molding shop and a part of the machine shop.

Miscellaneous.

Knoxville, Tenn.—The Knoxville Iron Co. have just received an order from a Hardware firm in Santiago to ship a large order of bar iron. The order will be started to the island of Cuba at once. The order amounts to $500 or more.

Syracuse, N. Y.—Col. A. C. Chase, as president of the Syracuse Chilled Plow Co., reports an order for 1000 plows from Australia and another order for 500 plows from South America, just received by the company.

Worcester, Mass.—Owing to special heavy orders recently received, the Harrington & Richardson Arms Co., at their large and capacious plant on Chandler Street, are now compelled to work night and day to meet the demand in the firearms department. The company, which are now employing about 250 hands in all their departments, are working their shifts until 9 o'clock each evening in the week, with the exception of Saturdays.

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THE BANNER

OIL HEATER

....Has been on the market for five years....



SIZE 2.
971 HEATER
COMPLETE.
Height, 27 in.
Wick, 9 in. in
Circumference.

Thousands are in use all over the world.

Light and Portable.

No Ashes, No Dirt.

Less Care Than an Ordinary Lamp.

Large Opening for Filling.

Indicator Showing Amount of Oil in Fount.

Perfect Ratchet Wick-raising Device.

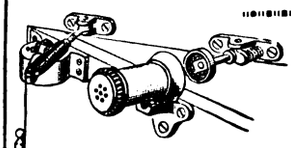
Patent Double Drum, Increasing Radiation More Than Half.

FACTS TALK.

They give satisfaction to others, and will to you If not, we will refund your money ...

New York. Boston. Chicago.

Plume & Atwood Mfg. Co.,
FACTORIES.
Waterbury and Thomaston, Conn.



Increasing Sales

do not interfere with prompt shipments. Our stock of the **Eclipse Check and Spring** is large and all orders are filled as soon as received. The Eclipse is a popular door-closing device because it is easy to apply and easy to keep in order, always working well. Many Hardwaremen add to their winter profits by selling it. Just think of the many doors in your town that need such an attachment, then get some of our advertising matter and with a little effort you can make profitable sales.

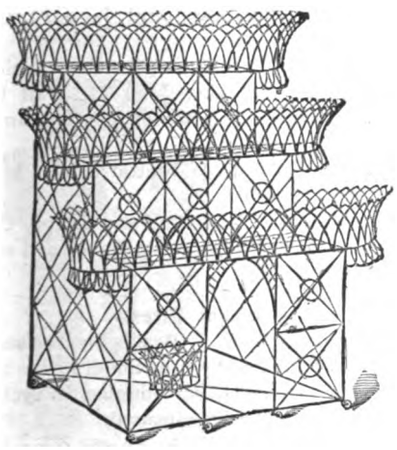
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1899 CATALOGUE

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ESTEY WIRE WORKS CO.,
65 FULTON ST., NEW YORK.

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue of . . **Scythe Stones, Oil Stones, Razor Hones** and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.

TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852.
Tools, Cutlery and Springs.



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FOR EXPORT.

Hardware, Cutlery, Brass and Wire Goods

WRITE US FOR QUOTATIONS.

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Foreign Department.

LOEB & CO.,
19 CLINTON PLACE, NEW YORK.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Altoona, Pa.—R. F. Michaels has established a complete bicycle repair shop and cutlery store at No. 713 Twelfth Street.

Burlington, N. J. — The Consolidated Wheel & Vehicle Co. has been incorporated by William G. Harcourt, R. L. Vernon and R. B. Bailey, to manufacture vehicles, mobiles, etc. Capital stock, $150,000.

Charleston, W. Va.—The Pneumatic Dispatch Mfg. Co., principal office in Philadelphia, Pa., has been incorporated by J. E. Milholland, R. J. Fox, G. J. Murray, K. E. Stuart and H. A. Lewis, to manufacture and operate pneumatic tubes and appliances. Capital stock, $1,000,000, of which $5000 has been subscribed.

Columbia, S. C.—The Oakman Bicycle Attachment Co. has been incorporated by E. A. Oakman and John T. Duncan, to manufacture, lease, sell and handle the patent of Mr. E. A. Oakman. Capital stock, $500,000.

Evansville, Ind.—The E. K. Ashly Bicycle Co. has been incorporated by Edgar K. Ashly, John M. Brown and Martha A. Thomas, to manufacture bicycles. Capital stock, $10,000.

Frankfort, Ky.—B. M. Weeks & Sons, office, Louisville; to manufacture reels and fishing tackle. Authorized capital, $6000. Incorporators: J. V. Sutcliffe, William Carter, James O'Connor, Louisville.

Miami, Fla.—John M. Lowry will open a bicycle exchange in this city.

Moorhead, Minn.—The Twentieth Century Hardware Co., sporting goods, etc., new firm, has commenced business.

Newark, N. J.—The Jersey Brake Co. has been incorporated by J. E. Lyon, G. H. Nugent and P. B. Vermilyea, to manufacture cycle brakes. Capital stock, $10,000.

New York, N. Y.—The Patent Folding Carriage Co. has been incorporated by Herman Paulson, John Francis Tee and William T. Wood, to manufacture perambulators, carriages and bicycles. Capital stock, $2000.

Pine City, Minn.—F. E. Smith, sporting goods, Hardware, etc., has commenced business.

Portland, Me.—The Chapman Double Ball Bearing Co. has been incorporated by Charles H. Chapman and Levi Wallace. Capital stock, $500,000.

Portland, Me.—The Automatic Tire Inflator Co. has been incorporated by William Howard Paine and Mary Elizabeth Paine. Capital stock, $50,000.

Pottstown, Pa.—The Light Cycle Co. will engage in the manufacture of horseless carriages, and have engaged the services of a French expert.

Traer, Iowa.—Mrs. W. A. Porter, bicycles, Hardware, etc., has opened up new store.

Changes and Removals.

Albany, Ind.—Siles & Williams, bicycle repairer, succeeded by A. W. Williams.

Anamosa, Iowa.—M. Booth, Hardware, sporting goods, etc., has been succeeded by J. F. Stevenson.

Buffalo, N. Y.—The Strauss-Hanna Cycle Material Co., succeeded by the Hanna Cycle Material Co.

Chester, Pa.—John Taylor, Hardware and sporting goods, has made an addition to his store.

Elizabeth, N. J.—Johnson & Mount, bicycles, succeeded by A. C. Mount.

Fergus Falls, Minn.—T. D. Orr, bicycles, has sold out his business to C. W. Wilson.

Grand Rapids, Mich.—Studley & Jarvis, wholesale and retail bicycles, etc., will retire from business January 1st.

Hamburg, Pa. — The Wilhelm Bicycle Works will combine with its present business the manufacture of Hardware specialties.

Marion, S. C.—McKerral & Murchison, bicycles, dissolved.

Nyack, N. Y.—H. J. Klix has bought out the Nyack Cycle & Photo Co.'s store on Broadway, and will conduct the same under the same name.

Pittsburg, Pa.— The Justice Cycle Co., Ltd., Theo. F. Bentel retires.

Philadelphia, Pa.—Eliot Callender, bicycles, sold out at auction.

Port Jervis, N. Y.—Fred D. Brown, bicycles, gone out of business.

St. Louis, Mich.—St. Louis Bicycle Exchange, succeeded by A. W. Pequegnat.

Wabash, Ind.—Bennett, Grover & Co., sporting goods, succeeded by Bennett & Grover.

Recent Embarrassments.

Buffalo, N. Y.—R. Nixon & Co., wholesale bicycle supplies, petition in involuntary bankruptcy filed against Robert Nixon.

Detroit, Mich.—The Anderson Cycle Co.; creditors have filed petition that the company be declared bankrupt.

Denver, Col.—Henry M. Bostwick, a dealer in sporting goods, at No. 1225 Sixteenth Street, has assigned to James Quinn, Jr. Judge Butler allowed Quinn to control running the business, until January 15th next.

New York, N. Y. — The Consolidated Pneumatic Tool Co., John H. Hull has been appointed receiver on application of Horace D. Grove.

Ottawa, Ont.—C. D. Spittal & Co., bicycles, etc., assigned.

Philadelphia, Pa.—The Penn Supply Co., bicycle supplies, reported to have been sold out by sheriff.

Recent Fires.

Augusta, Ga.—C. P. Beall's bicycle store has been damaged by fire. Small loss.

Augusta, Ga.—G. W. Simmons, bicycles, etc., destroyed by fire; insured.

Kingston, Ont.—F. A. Parent, bicycles, etc., destroyed by fire.

How to Make a Fortune.

The following are extracts taken from a letter written by Henry Ward Beecher to his son:

"You must not go into debt. Avoid debts as you would the devil. Make it a fundamental rule: No debt—cash or nothing."

"Make few promises. Religiously observe the smallest. A man who means to keep his promises can't afford to make many."

"Be scrupulously careful in all statements. Accuracy and perfect frankness, no guess work. Either nothing or accurate truth."

"Make yourself necessary to those who employ you by industry, fidelity and scrupulous integrity. Selfishness is fatal."

"Hold yourself responsible for a higher standard than anybody else expects of you. Demand more of yourself than anybody expects of you. Keep your own standard high. Never excuse yourself to yourself. Never pity yourself. Be a hard master to yourself, but lenient to everybody else."

"Concentrate yonr force on your own business; do not turn off. Be constant, steadfast, persevering."

"Do not speculate or gamble. Steady, patient industry is both the surest and safest way. Greediness and haste are two devils that destroy thousands every year."

"The art of making one's fortune is to spend nothing. In this country any intelligent young man may become rich if he stops all leaks and is not in a hurry. Do not make haste; be patient."—*Exchange.*

The new bridge just erected for the town of Bridgeton, Me., has a clear span of 36 feet, a roadway 22 feet wide and a sidewalk six feet wide. It is of steel throughout, except the floor plank, having latticed girder trusses and steel beams for the floor. The Berlin Iron Bridge Co., of East Berlin, Conn., were the contractors for furnishing and erecting the bridge.

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PUSH THE BUTTON!

"Just hear dem Bells."



NEW DEPARTURE

Continuous

ALARM BICYCLE BELL. . .

Rings While Button is Pressed.

LATEST NOVELTY OUT.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

113 Chambers Street,

NEW YORK

The Holiday Season

this year brings you the Good News that Every Jobber in the country who keeps up with the demands of the Public, Now Carries a Complete Line of

HIGH PRESSURE SUPPLIES.

Such as . . .

Enameling Ovens,

Hot Water and Hot Air Vulcanizers,

Brazing Compounds,

Brazers,



Enamels of all kinds,

Cements of every conceivable character, and all the sundries and accessories incidental to the trade. . . .

Largest Factory and most complete line carried by any firm on earth.

The National Cement & Rubber Manufacturing Co.,

CATALOGUE FREE. TOLEDO, OHIO, U. S. A.



CARBON (Black Diamond) TOOLS

FOR

Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

THOS. L. DICKINSON,

45 Vesey St., NEW YORK CITY, U. S. A.

ALUMINUM SIGN LETTERS AND FIGURES, 7 STYLES, 36 SIZES.

Complete stock always on hand. Exclusive manufacturers and originators of the only Interchangeable Script Sign Letter. A fine line of House Numbers, Name and Door Plates, and Street Signs. Aluminum Trade Checks, Aluminum Bicycle Chain Guards, Aluminum Castings. We challenge comparison for promptness, quality, and prices. Illustrated Catalogue on application.

ALUMINUM SIGN & NOVELTY CO., 174 W. Locust St., COLUMBUS, OHIO.



FRANKLIN S. MILES

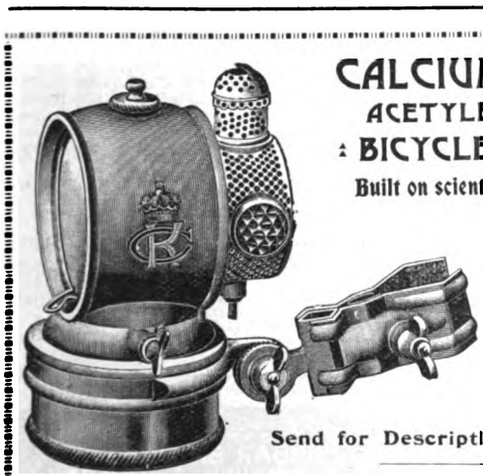
MANUFACTURER OF

Brass, Iron, Steel and German Silver

SCREWS.

All kinds of Special Screws.

205 QUARRY ST. - - PHILADELPHIA, PA.



CALCIUM KING

ACETYLENE GAS

BICYCLE LAMP

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,

Waterbury, Conn.

Composition of Various Alloys.

Alloys.	Zinc.	Tin.	Copper.	Antimony	Lead.
Babbit metal	....	10	1	1	....
Bell metal	....	5	16	....	....
Brass engine bearings	¼	13	112	....	....
" (tough) for engine works	15	15	100	....	....
" " for heavy bearings	5	25	160	....	....
" yellow for turning	1	....	2	....	....
" for locomotive bearings	1	7	64	....	....
" for straps and glands	1	16	130	....	....
Flanges to stand brazing	1	....	32	....	1
Metal to expand in cooling	....	....	....	2	2
Muntz's sheating	40	....	60	....	....
Pewter	....	100	....	17	....
Spelter	1	....	1	....	....
Statuary bronze	5	2	90	....	....
Solders.					
For lead	....	1	....	....	1½
" tin	....	1	....	....	2
" pewter	....	2	....	....	1
" brazing (soft)	8	1	4	....	....
" " "	....	2	....	1	....
" " (hard)	1	....	1	....	....
" " (hardest)	1	....	8	....	....

American and Birmingham Wire Gauges.

Thickness in Inches. (Taken from Haswell.)

No. of Gauge.	Thick. of Am. G.	Thick. of Bir. G.	No. of Gauge.	Thick. of Am. G.	Thick. of Bir. G.	No. of Gauge.	Thick. of Am. G.	Thick. of Bir. G.
	Inch.	Inch.		Inch.	Inch.		Inch.	Inch.
0000	.46	.454	11	.0907	.12	25	.0179	.02
000	.4096	.425	12	.0808	.109	26	.0160	.018
00	.3648	38	13	.0719	.095	27	.0142	.016
0	.3248	.34	14	.0641	.083	28	.0126	.014
1	.2893	30	15	.057	.072	29	.0112	.013
2	.2576	.284	16	.0508	.065	30	.01	.012
3	.2294	.259	17	.0452	.058	31	.0089	.1
4	.2043	.238	18	.0403	.049	32	.0079	.009
5	.1819	.22	19	.0359	.042	33	.007	.008
6	.1620	.203	20	.0319	.035	34	.0063	.007
7	.1443	.18	21	.0284	.032	35	.0056	.005
8	.1285	.165	22	.0253	.028	36	.005	.004
9	.1144	.148	23	.0225	.025			
10	.1019	.134	24	.02 1	.022			

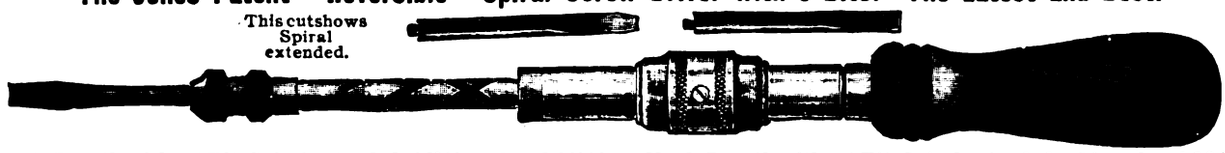
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SPIRAL SCREW-DRIVERS

The most complete and best finished line in the world, consisting of

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.



No. 1, Length without Bit, Spiral extended, 16¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 16½ in., closed 10½ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

... "Electric" Spiral Screw-Driver...

THE BEST IN THE MARKET FOR THE MONEY.

No. 01, Length Spiral Extended, 18 in., closed 11¼ in. No. 02, Length Spiral Extended, 12¼ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO., *Sole Agents,* 67 READE STREET, NEW YORK, U. S. A.

SALEM NAIL COMPANY, 279 PEARL ST., NEW YORK.

MANUFACTURERS AND GALVANIZERS OF

NAILS, TACKS AND SPIKES OF EVERY DESCRIPTION.

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Cut Nails.
Wire Nails.
Cut Finishing Nails.
Wire Finishing Nails.
Cut Spikes.
Wire Spikes.
Cut Sheathing Nails.
Cut Clinch Nails.
Bellows Nails.
Boat Nails.
Chisel Point Boat Nails.
Boat Rivets.
Washers
Clinch Rings.
Boat Spikes.
Hand Made Boat Spikes.
Deck Spikes
Swedes Tacks.
Hinge Nails.
Plate Nails.
Chute Nails.
Anchor Nails.
Cut Slating Nails.
Wire Slating Nails.
Cut Roofing Nails.
Wire Roofing Nails.
Hoop Nails.
Tile Nails.
Cornice Nails.
Iron Pipe.

Tinned or Common.

Wire Slating Nails.
Cut Slating Nails.
Wire Roofing Nails.
Cut Roofing Nails.

Copper Nails.

Common Nails.
Finishing Nails.
Boat Nails.

Copper Nails.

Sheathing Nails
Trunk Nails.
Clout Nails.
Shell Boat Nails.
Brads
Tacks, oval heads.
Tacks, flat heads.
Burrs and Rivets.
Slating Nails.
Wire Slating Nails.

Brass Nails.

Wire Slating Nails.
Escutcheon Pins.

Lead Nails.

Slating Nails
Common Nails.

Zinc Nails.

Slating Nails.

Yellow Metal.

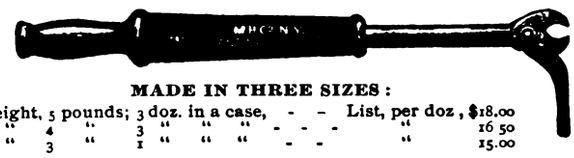
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Sheathing Nails.
Stem Nails.

Slaters' Tools.

Hammers.
Knives.
Rippers.
Bench Stakes.
Roof Stakes.

Composition Spikes.

THE GENUINE "GIANT" NAIL PULLER AND BOX OPENER



IMITATED BY MANY.

EQUALED BY NONE.

All GENUINE Guaranteed Pullers have the word GIANT on the Handle.

MADE IN THREE SIZES:

No. 1—Weight, 5 pounds; 3 doz. in a case, - - List, per doz., $18.00
No. 1½ " 4 " 3 " " " - - - - " 16 50
No. 2 " 3 " 1 " " " - - - " 15.00

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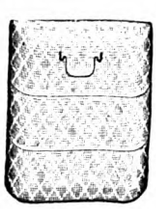
HOPKINS' HANDY NOTES AND QUERIES.

STANDARD STEEL WIRE NAILS.

SIZES, LENGTH AND NUMBER TO THE POUND.

SIZES.	Length.	Common.	Barbed Common.	Clinch.	Fence.	Finishing	Barbed Finishing	Fine.	Barrel.	Casing.	Smooth Box	Barbed Box.	Flooring Brads.	Barbed Oval-Head Car Nail. Light	Barbed Oval-Head Car Nail. Heavy.	Slating.	Barbed Roofing.	Shingle.	Tobacco.	Lining.	Wire Spikes.	Length.	SIZES.
	¾ in	....	...	...	....	....	....	..	1500	....	...	....	..	.....	.....	....	714	....	....	2100	....	¾ in	
	⅞ "	....	...	...	....	....	....	..	1000	....	....	....	...	.....	.....	....	469	....	...	1780	....	⅞ "	
2d.....	1 "	1200	876	710	....	1558	1558	1550	875	1350	1350	1143	....	.....	.....	411	411	....	....	1500	....	1 "	2d
3d Fine	1⅛ "	...	...	...	....	....	....	1140	775	....	....	....	....	.....	.....	....	....	....	....	....	....	1⅛ "	3d Fine
3d Com	1¼ "	720	568	429	....	980	913	...	560	913	913	885	....	.....	.....	329	251	....	....	....	....	1¼ "	3d Com.
	1¾ "	...	...	...	....	....	....	....	390	....	....	....	....	.....	.....	....	....	....	....	....	....	1⅜ "	
4d.....	1½ "	432	357	274	....	760	584	760	350	584	584	530	....	274	165	209	165	....	274	....	....	1½ "	.....4d
5d.....	1¾ "	300	235	235	142	575	410	....	....	410	410	406	....	142	118	142	142	270	235	....	....	1¾ "	.....5d
6d.....	2 "	252	204	157	124	350	268	...	....	310	310	999	157	124	103	....	103	204	157	....	....	2 "	.....6d
7d.....	2¼ "	186	139	139	92	275	238	....	....	238	238	210	139	92	76	....	....	182	139	....	....	2¼ "	.....7d
8d.....	2½ "	132	99	99	82	190	164	....	....	170	170	170	99	82	69	....	....	125	99	....	....	2½ "	.....8d
9d.....	2¾ "	105	90	90	62	173	149	..	....	150	150	147	90	62	54	....	....	114	90	...	....	2¾ "	.....9d
10d.....	3 "	87	69	83	50	137	105	....	..	121	121	121	69	57	50	....	....	83	69	....	50	3 "	.... 10d
12d....	3½ "	66	53	64	38	98	97	....	....	97	97	94	53	47	38	....	....	....	....	....	....	3½ "	.... 12d
16d.....	3½ "	51	43	59	30	81	71	....	....	72	72	72	43	43	35	....	....	....	....	....	35	3½ "	.... 16d
20d.....	4 "	35	31	43	23	71	54	....	....	54	54	53	....	31	26	....	....	....	....	....	26	4 "	.... 20d
30d.....	4½ "	27	24	....	....	....	....	....	....	46	46	44	....	28	24	....	....	....	....	....	20	4½ "	.... 30d
40d.....	5 "	21	18	....	....	....	....	....	....	36	36	36	....	21	18	....	....	....	....	....	15	5 "	.... 40d
50d.....	5½ "	15	..	....	....	....	....	....	....	....	....	....	....	17	14	....	....	....	....	....	12	5½ "	.... 50d
60d.....	6 "	12	....	....	....	....	....	....	....	....	....	....	....	15	13	....	....	....	....	....	10	6 "	.... 60d
	6½ "																				9	6½ "	
	7 "																				7	7 "	
	8 "																				5	8 "	
	9 "																				4½	9 "	

3¾ lbs. of 4d Common, or 2¾ lbs. of 3d Common, will lay 1000 shingles.
3¾ lbs. of 3d Fine will put on 1000 laths, 4 nails to the lath.



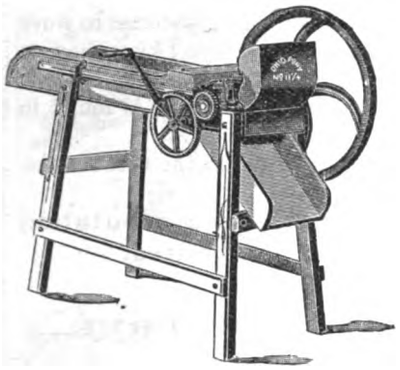
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HALF-TONE PHOTO-ZINC ETCHING and WOOD ENGRAVING
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DUNBAR BROTHERS
MANUFACTURERS OF
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS MADE FROM
SHEET STEEL & STEEL & BRASS WIRE.
BRISTOL, CONN. P.O. BOX 416

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"Ohio" Feed Cutters, Ensilage Cutters, Fodder Shredders.



6 Sizes for Hand use, 7 to 11 in.
8 " " Power " 9 " 26 "
5 " with Self Feed Apron.
6 " of Shredders, 11 to 26 in.

Carriers or Elevators any length.

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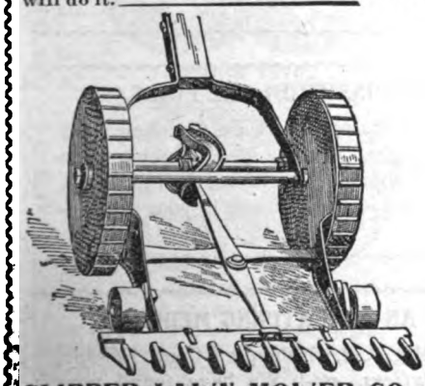
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The Mower . . .

That will **Kill all the Weeds in your Lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**

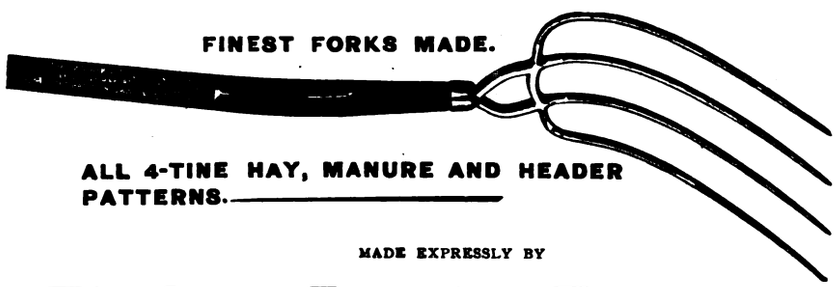


CLIPPER LAWN MOWER CO.,
NORRISTOWN, PA.

The Forks which attract so much attention

THE VICTOR BRACED SHANK FORKS.

FINEST FORKS MADE.



ALL 4-TINE HAY, MANURE AND HEADER PATTERNS.

MADE EXPRESSLY BY

The Iowa Farming Tool Co.,
FORT MADISON, IOWA, U. S. A.



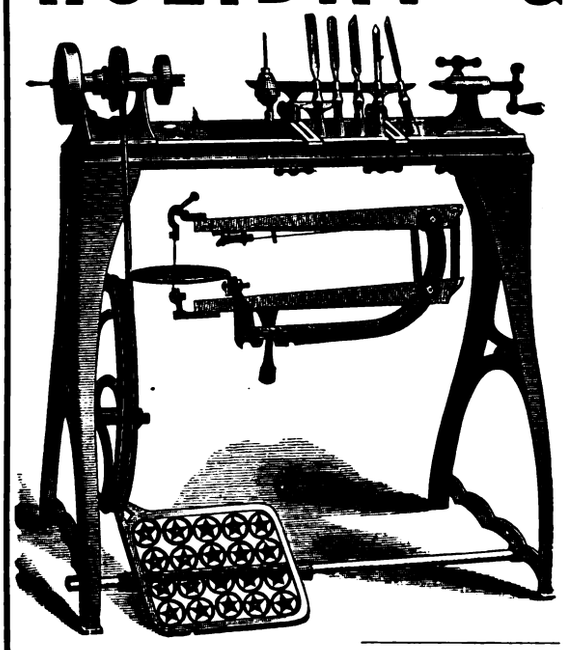
THE "FOX" SHAVING CASES

Made in eight Styles, to Retail from $1.75 to $5.00 each. . .

These are substantial Cases, with the best of fittings. Send for descriptive circular of our full line. ***Get a few now and you will re-order for your Christmas trade.***

FOX CUTLERY CO.,
Ferry and Hudson Place, HOBOKEN, N. J.

HOLIDAY GOODS.



Many kinds of Scroll Saws have been put on the market by ourselves and other manufacturers during the past twelve years. Of these only a few have proved good enough to remain in demand. The call now is for a well-made, practical machine, and all second-class ones are of slow sale.

Those who want a good Lathe with Scroll-Sawing Attachment and all Tools and Improvements to the very latest moment will buy the Goodell Lathe.

Those who want only a Scroll Saw with Drilling Attachment and Rubber Blower will prefer the Rogers Saw.

These two machines are taking the place of all others, and are now the most in demand throughout the world.

No dealer can make a mistake by laying in a stock of them. About Christmas time they are wanted in every town, and will make business lively at this otherwise dull season.

We also keep a full stock of Designs, Wood, and all other Scroll Sawing goods.

Price of Goodell Lathe, complete, $12.00.

Price of Rogers Saw, complete, $3.50.

MILLERS FALLS CO.,
No. 93 Reade Street, New York.

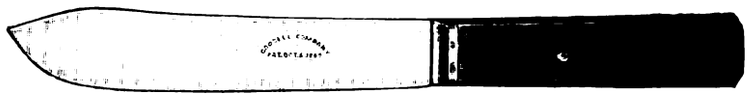
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BUTCHER KNIVES.

You can't make good Butcher Knives any more than good bread without the right material to work with, and even if you have the proper material you can't make good Knives if you don't know how to manipulate that material. . . . . .

The Steel that goes into Goodell Butcher Knives is made for Goodell Butcher Knives and is found in no others. It is the same we have used for years. . . . . .

A Quarter Century experience has taught us how to manipulate that steel to produce the best results.



No. 46.

5, 5½, 6, 6½, 7, 8, 9, 10, 11, 12, 13 and 14 inches.

Goodell Knives have a reputation and are Warranted.

....CATALOGUE FREE....

NEW YORK OFFICE, 10 WARREN STREET.

GOODELL COMPANY, - ANTRIM, N. H.

CELEBRATED "HEINISCH" SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name HEINISCH or H. C. HEINISCH on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

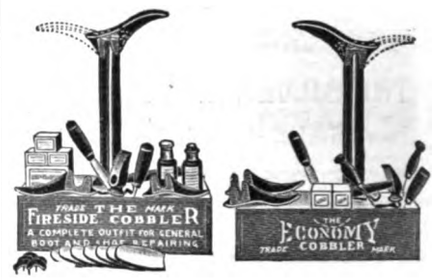
Very Respectfully,

NEW YORK OFFICE: 90 Chambers St.

R. HEINISCH'S SONS, CO. NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.

Every Family Wants One.

Write for Prices.

The ROOT BROS. CO., Plymouth, O.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohoes, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.



G. W. BRADLEY'S SONS,

BUSH HOOKS.

Axe Eye.
Axe Eye Strapped.
2 Ring.
1 Ring with cutter.
New Orleans.



New Orleans Pattern.

ORDERS FILLED PROMPTLY.

UNDERHILL, CLINCH & CO.,

SOLE AGENTS: 94 Chambers St., NEW YORK.

"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

"IN YOUR COLUMNS FROM THE FIRST."

Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

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...Advance Announcement...

20th Century Mfg. Co., 17 Warren Street, New York.

20TH CENTURY

1899 Model Kerosene Headlight.

20TH CENTURY

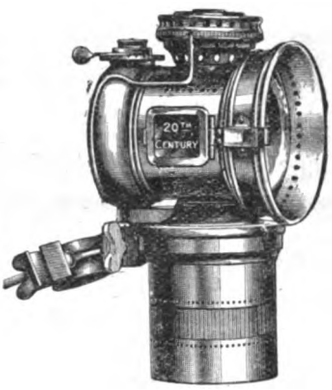
...ACETYLENE GAS HEADLIGHT...

FOR BICYCLES AND CARRIAGES.

Worth Investigating by the Trade.

ELECTROTYPES FOR CATALOGUES NOW READY.

Full page advertisement giving particulars in issue of "Hardware," October 25.





20th CENTURY CYCLOMETER.

HOUSE FURNISHING SPECIALTIES.



TACK CLAWS, GIMLETS, KITCHEN CHOPPERS, ICE AWLS CARPET STRETCHERS, &c.

Send for Illustrated Catalogue.

W. W. PRYOR HARDWARE MFG. CO., Newark, N. J.

NEW YORK OFFICE, 124 Chambers St.

HIGHEST AWARD, MEDALS AND DIPLOMAS, AT THESE EXPOSITIONS.



VIENNA 1873.



PHILADELPHIA 1876.



PARIS 1878.



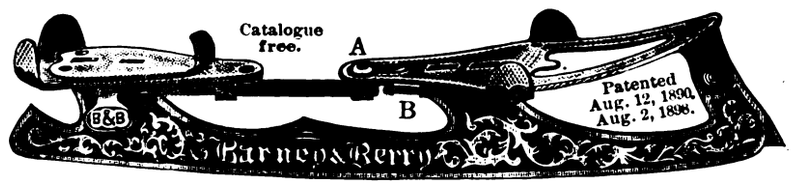
CHICAGO 1893.

Call and inspect.

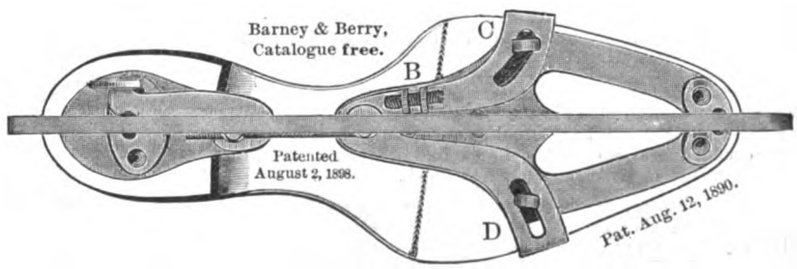
NEW YORK OFFICE, 114 Chambers St.
PHILADELPHIA OFFICE, 413 Commerce St.
BOSTON OFFICE, 100 Milk St.

SOMETHING NEW.

BARNEY & BERRY'S LOCK LEVER.



This skate can be adjusted to the proper position sideways upon the shoe, whatever the style or shape, by means of inside toe clamp, which is made in two parts connected by right and left threaded screw, "B," which shortens or lengthens clamp.



When skate is adjusted to the desired position and set for use the rotary movement of main adjusting screw is locked by small set screw in stud at "A," which prevents loosening of skate in use and keeps it ready to attach to the same shoe without readjustment.

For various grades and all sizes send for FREE CATALOGUE.

Barney & Berry,

Springfield, Mass.

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PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
. . . Manufactured by
Established 1870.
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

GEO. W. NOCK, Manufacturer of
KEYS AND Locksmiths' Supplies,
BICYCLE Supplies. . .
146 No. 4th St., PHILADELPHIA.

ON OUR AD. LIST AS ONE OF THE BEST.

Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

WANTED—By a large manufacturing establishment, a man to produce new articles for manufacture; line—mechanical Hardware and light machinery. Must be quick to see opening for new article and competent to design it. Trained mechanical engineer preferred. State fully past occupation and pay expected. Address "GOOD CHANCE," care HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

YOUNG MAN (33) would like position with a wholesale Hardware house; 14 years' experience in builders' and shelf Hardware with one firm, both inside and on the road. Address C. P. S., No. 88 Chambers Street, New York.

COMPETENT office man (22), four years' experience, having references, being just mustered out of volunteer army, am without employment, and desire position with chance of advancement. Willing to start on moderate salary. J. A. B., No. 9 Orange Street, Charleston, S. C.

MACHINIST and tool-maker, designer of antomatic machinery and special tools, desires position; fifteen years' successful experience. Address "NEW ENGLAND," care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as buyer or manager in wholesale or retail Hardware house. Twenty-six years' experience in the Hardware business. Best of references. Address "COMPETENT," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (25), strong and active, wants a place as a salesman; has been thoroughly trained in the Hardware business; five years' service; is well educated, good and rapid penman, and of careful business habits; moderate compensation to begin. Address P. H., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman; any line; traveling or New York, by a young man with six years' experience in Hardware and electrical business. JOS. P. HITTORFF, No. 117 Chambers Street, New York.

SALESMAN (25), three good references covering eleven years' experience of good class house-furnishing and cabinet ironmongery; one year in West End of London. Address F. C., care HARDWARE, No. 143 Chambers Street, New York.

BUILDERS' Hardware salesman, thoroughly experienced, wishes position with good house, where ability and good habits will be appreciated; am familiar with plans and specifications, and estimating on same, and am competent of taking entire charge of this department. Address D. A. R., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as house or road salesman, 15 years in retail Hardware and stoves, a little in road work; best of references. Address L. B. 84, Castile, N. Y.

A YOUNG man, American (21), steady and of good habits, would like a situation in some good Hardware house; familiar with carpenters' tools; references. Address CARPENTER, No. 318 Thirteenth Street, Brooklyn, N. Y.

POSITION wanted by young man, age 25, seven years' experience in Hardware and cutlery importation; knowledge of French, and capable of acting as salesman or office manager. Address RELIABLE, care HARDWARE, No. 143 Chambers Street New York.

WANTED—A position by a young man having had ten years' practical experience in Hardware in all its branches. S. M. C., care HARDWARE, No. 143 Chambers Street, New York.

A THOROUGHLY reliable man of good business experience wants any kind of responsible position. Has special knowledge of bicycle trade. CAREY, No. 500 West 166th Street, New York.

PRACTICAL mechanical engineer and foundryman thoroughly conversant with all details of engine, boiler and machinery, steam and water heating and ventilating, brass and iron foundry practice, etc. Good draughtsman. Accurate at figures and estimating, bookkeeping and accounting; capable of handling men; systematic and economical manager. Desires position with foundry or manufacturing concern, January 1, 1899, or sooner. Moderate salary. Good references. Please address E. W. D., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as salesman for manufacturing concern, or position in retail house; well up in specialties, tools and bicycles. Address "HARDWARE," No. 58 Belmont Avenue, Jersey City, N. J.

POSITION wanted by experienced bookkeeper and office man. Eight years with wholesale cutlery house, in charge of books, credits, collections and correspondence. Leaving on account of change in firm. Address T. E. T., No. 69 Pearl Street, Boston, Mass.

COMPETENT office-man (32), ten years' experience, first-class references, desires position, with chance for advancement, with wholesale Hardware house, or manufacturer. Salary to start, $10. "DOUBLE ENTRY," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (30) would like position in a A1 Hardware house, where he can make himself generally useful; is good penman and will go first as stock clerk, second as salesman. References from business houses abroad. Address GERMAN 350, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a position in the Hardware Trade or factory, 20 years' experience as bookkeeper, bill and entry clerk, 12 years with one firm; good reference from last employer. Address G. H. JACKSON, 76 Linden Avenue, Jersey City, N. J.

A GENTLEMAN, age 49, wishes a position as traveling salesman for some large Hardware house, with good salary or commission; of good address. Box 60, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION by an experienced metal pattern maker, familiar with modern shop practice, and competent to take charge. Address "PATTERN MAKER," No. 447 Norman Street, Bridgeport, Conn.

WANTED by an experienced and capable retail Hardware and farm implement salesman a position by January 1, 1899. I am a good all around man and not afraid to work. West preferred. Address "A. D.," care HARDWARE, No. 143 Chambers Street, New York.

ELECTROPLATER, first-class, after September 18th wants position; do nickel, brass, bronze, gold, silver, in fact, all kinds of plating, and oxydized finishing in the market; was in charge of large concerns. Best recommendations. I set up plants. Am temperate and steady. Address Box No. 371, Garrettsville, Ohio.

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Situations Wanted.

POSITION as traveling salesman, by a young man; any line; salary or commission; seven years' experience in the Hardware, stove and implement business. Address A. B. C., Canton, Miss.

I WOULD like a position where there is a chance to become a salesman. I can furnish best of references and guarantee satisfaction. If interested, address COMPETENT, care HARDWARE. No. 143 Chambers Street, New York.

WANTED a place. Am twenty years old; have had one year's experience at tinners' trade, both inside and outside work. Good references. LOUIE S. DUSTIN, Cerro Gordo, Ill.

THOROUGH Hardware, mill and machinists' supply man desires position as store, city or road salesman. Will go anywhere. Sixteen years' experience. Married. Strictly sober. A1 references. Address "HINGES," care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

AS superintendent, foreman or master mechanic, by a practica me'al pattern maker. Posted on ornamental and complicated carved work. Competent to design dies, tools, jigs; to manufacture sheet metal and stamped goods, patented and builders' Hardware in malleable gray iron and brass. Will express working sketches and samples of ork as references. Addiess "DIES AND TOOLS," care Cronin, No. 3645 Union Avenue, Chicago, Ill.

WANTED—Position as salesman. Thorough knowledge of builders Hardware. Can estimate from plans, etc. Have a good trade following in New York and vicinity. No objections to the road. Address VULCAN, care HARDWARE No. 143 Chambers Street. New York.

YOUNG man with twelve years' experience in retail Hardware stores, past eight years as buyer and manager, wants situation, either inside, or would arrange with manufacturers to handle lines sold to the Hardware trade, on commission. Address E. M. C., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGH Hardwareman, age 26, a hustler, A1 references, desires position as house or road salesman; road preferred. F. W. M., care HARDWARE, No. 143 Chambers Street, New York.

WANTED by a competent double entry bookkeeper and cashier, with an office experience of twelve years in the Hardware business, is open for engagement with wholesale or retail house, or manufacturing concern; age, 36; married; best of references as to habits, ability, etc. Address P. O. Box 73, Burlingame, Pa.

HARDWAREMAN, of fifteen years' experience, would like position in either wholesale or retail business. Well posted to buy or sell. Would prefer New England. Address C. D. M., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as buyer or manager; seven years' experience as such; well posted in Hardware, paints and oils Am 35 years of age and can furnish best references. Would travel if desired. W. F. D., No. 254 Mt. Pleasant Avenue, Newark, N. J.

SALESMAN—Young man; hustler; any line; salary or commission. B. LURIE, No. 179 East 107th Street, New York City.

SALESMAN who has sold the Hardware export and department store trade of New York and vicinity, is open for engagement. Would like to hear from manufacturer wanting a representative in above territory. Address H. P. F., care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

HARDWARE salesman with fifteen years' experience is desirous of making a change. Am familiar with all details of the business from the office to the road. Have an established trade in Greater New York and vicinity. Address NASSAU, care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

BICYCLE builder and competent repairer wants position with house handling bicycles; understands buying and selling Fittings and Sundries; also competent to superintend a bicycle factory, or would go on the road; twenty years' experience. Address G. G, care Rose Bicycle Co., No. 139 Early Street, Providence, R. I.

SALESMAN, twelve years' experience in retail Hardware, stoves and house-furnishing goods; A1 New York City references as to ability and character. Age, 30. Am willing to go out of New York City. Address C. H. D., care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE salesman, aged 26, wants position after July 1st. Familiar with sporting goods, also paints and oils. Highest recommendations. Address HARDWARE AND SPORTING GOODS, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in retail Hardware business; ten years' experience. Can speak French, Belgian and also some German. Best of references. Prefer to work in this State (Wisconsin). Address J. E. CRAITE, General Delivery, Milwaukee, Wis.

BY young man 26 years of age. Eight years' experience in builders' Hardware, butcher and grocers' supplies. A1 references. Well up in plans and specifications. Address VAN WAGONER, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION wanted in a retail Hardware store by a sober young man who is energetic, honest and reliable; have had three years' experience. Can furnish the best of references. C. M. LESH, Americus, Kan

Side Line Wanted.

TRAVELING salesman wants good selling line on commission for Hardware, cycle or allied trades. Address F. F., care HARDWARE, No. 143 Chambers Street, New York.

AN A1 salesman wants a few lines of commission goods. Must be A No. 1 goods. Field: Ohio, Michigan, Indiana, Illinois and Kentucky. State commission. Address BOX 323, Thorntown, Ind.

AN experienced commission traveling salesman now successfully handling several A1 lines, would like to add two or three others, providing terms, and goods are all right. Field: Michigan, Indiana and Ohio. Address "BEST TRADE," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

WANTED—Salesmen, now on the road, to sell our line of specialties on commission. Sell to Hardware, harness, department and sporting goods trade. State territory, present line and references. IRA F. WHITE & SON, No. 76 Park Place, New York.

WANTED—Salesmen calling on the manufacturing trade to handle our line of high grade lubricating oils, greases and specialties as a side line. Good inducements to right parties. Write for particulars. THE A. F. VOAK OIL CO., Cleveland, Ohio.

SALESMAN, Eastern States; to take staple line of Hardware as side line, on commission; state territory. Address Box 66, care HARDWARE, No. 143 Chambers Street, New York.

STAPLE side line offered to traveling salesman with a good wholesale Southern or Western trade. Address R., No. 113 Miller Street, Newark, N. J.

SALESMAN wanted to sell as side line to Hardware, plumbers and gas fitters Incandescent Gas Mantels; our prices are the lowest, and goods of highest candle power and durability. Big inducements for hustlers. Address W. G. TUCKER CO., No. 555 East 116th Street, New York City.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. CO., Rock Falls, Ill.

For Sale.

FOR sale—Patent and right to manufacture a globe pattern toy bank, very secure, novel construction and attractive; a good thing for the right party. Address A. K., No. 57 Rose Street, Newark, N. J.

FOR SALE—A clean, up to-date stock of Hardware, well assorted; good location; cheap rent; in an Indiana gas town of 25,000 inhabitants; plenty of factories and hustle. Will invoice about $5000. No better town in United States. Address H., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

MANUFACTURERS of a good staple article or popular specialty, whose prices can meet competition, and who will entertain the subject of representation in New York and vicinity, will find it advantageous to correspond with subscriber, whose firm may prove suitable in experience and repute, and would make arrangement mutually profitable. EDWARD CHARLES, care HARDWARE, No. 143 Chambers Street, New York City.

LIVE man (29) desires to represent manufacturers of small lines and specialties, suitable for the Hardware and house-furnishing trades. New York and vicinity. For particulars, address WM. SMITH, No. 718 Chauncey Street, Brooklyn, N. Y.

Agency Offered.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

An Opportunity.

OWING to withdrawal of estate interest in a long-established wholesale and retail Hardware business in one of the best New England cities, a connection is desired with some man of capital capable of taking charge of the financial and bookkeeping department of the business. For particulars, address INTEGRITY, care HARDWARE, No. 143 Chambers Street, New York.

Notice to Manufacturers.

THE undersigned wishes to correspond with good parties who can do machine work on light malleable castings in quantities. Address JOHN NICHOLSON, Hardware dealer, Belmont, N. Y.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING BELLS.



CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.

ELECTRIC BELLS
—AND—
SUPPLIES FOR HARDWAREMEN.

For Catalogues address Dept. H.W.

PARTRICK, CARTER & WILKINS,
125 South Second St., - - PHILADELPHIA.

WATERBURY BRASS CO.,
60 Centre St., New York.
. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
OF ALL KINDS.

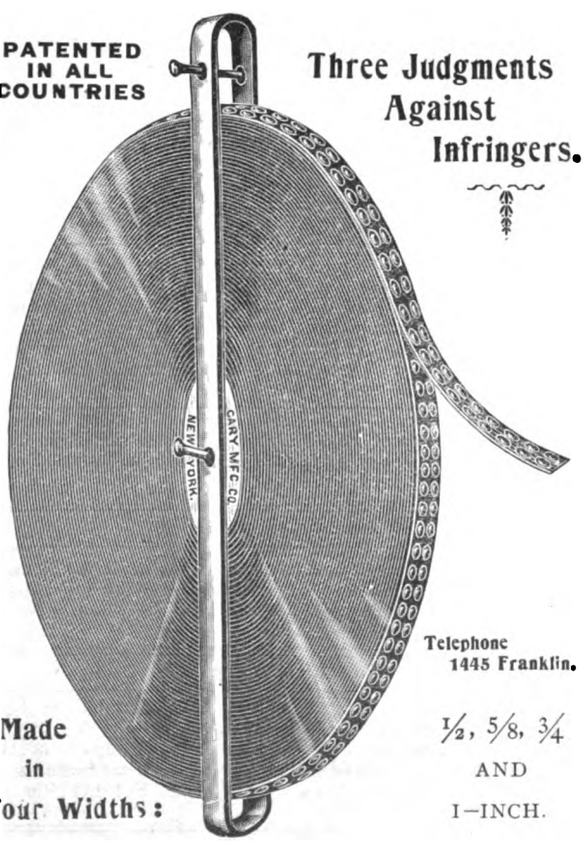
Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,
EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.

CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Three Judgments Against Infringers.



Telephone 1445 Franklin.

Made in Four Widths: ½, ⅝, ¾ AND 1—INCH.

CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.

Table of Iron, Steel, Copper and Brass Wire.

WEIGHT OF 100 FEET IN POUNDS. BIRMINGHAM WIRE GAUGE.

Brass and Copper Wire from 0 to 25 is numbered by Stubs' Gauge. Fine Wire from No. 26 is numbered by London Gauge.

No. of Gauge.	PER LINEAL FOOT.			
	Iron.	Steel.	Copper.	Brass.
0000	54 62	55 13	62 39	58 93
000	47 86	48 32	54 67	51 64
00	38 27	38 63	43 71	41 28
0	30 63	30 92	34 99	33 05
1	2.3 85	24 07	27 24	25 73
2	21 37	21 57	24 41	23 06
3	17 78	17 94	20 3	19 18
4	15 01	15 15	17 15	16 19
5	12 82	12 95	14 65	13 84
6	10 92	11 02	12 47	11 78
7	8 586	8 667	9 807	9 263
8	7 214	7 283	8 241	7 783
9	5 805	5 859	6 63	6 262
10	4 758	4 803	5 435	5 133
11	3 816	3 852	4 359	4 117
12	3 148	3 178	3 596	3 397
13	2 392	2 414	2 723	2 58
14	1 826	1 843	2 085	1 969
15	1 374	1 387	1 569	1 482
16	1 119	1 13	1 279	1 208
17	8915	9	1 018	9618
18	6363	6123	7168	6864
19	4675	472	534	5043
20	3246	3277	3709	3502
21	2714	274	31	2929
22	2079	2098	2373	2241
23	1656	1672	1892	1788
24	1283	1295	1465	1384
25	106	107	1211	1144
26	0859	0867	0981	0926
27	0678	0685	0775	0732
28	0519	0524	0593	056
29	0448	0452	0511	0483
30	0382	0385	0436	0412
31	0265	0267	0303	0286
32	0215	0217	0245	0231
33	017	0171	0194	0183
34	013	0131	0148	014
35	0066	0067	0076	0071
36	0042	0042	0048	0046

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ship Carpenters, Railroad.....40&12½&5

Ammunition—

CAPS, PERCUSSION—@ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....35 @ 37c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....@ 26c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.50&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$3.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00.....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....25&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 35½&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 40&10&5@40&10&5%
"Smokeless" Nitro Powder.... 40&10&10&10%
"Acme," Dense Nitro Powder.. 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—@ 1000—
B.E., 11 up.80c..B.E., 9&10..70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50
} 20&2%

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags @ bag.....$1.20
Drop Shot, sizes smaller than B, 5-lb bags, @ bag.....$ .30
Drop Shot, B and larger sizes, 25-lb bags, @ bag.....$1.45
Drop Shot, B and larger sizes, 5-lb bags, @ bag.....$ .35
Buck Shot, 25-lb bags, @ bag....$1.45
Buck Shot, 5-lb bags, @ bag.....$ .35
Chilled Shot, 25-lb bags, @ bag..$1.45
Chilled Shot, 5-lb bags @ bag..$ .35
Dust Shot, 25-lb bags, @ bag....$1.00
Dust Shot, 5-lb bags, @ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Duck'ng, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange "Extra," F, FF, FFF, in canisters of 1 lb each..... .25
F. FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 8.00
No. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 2.25
Orange Special, Nos. 1 and 2, in kegs of 25 lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder, In kegs of 25 lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each..... 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb each..... 1.50
Fourth of July Powder, In kegs of 25 lb each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 25 lb..... 4.60
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.35
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder: Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

HARD GRAIN SMOKELESS—

TARGETS AND TRAPS, INANIMATE—
Cleveland Target Co.:
Blue Rocks @ 1000.....$5.50
Expert Traps, each.....$5.50
Extension Traps, each.....$4.00

Animal Pokes—

R. W. Montross, Galien, Mich.:
Camp's Success.....@ doz. $3.50
Galien Safety.....@ doz. $3.75
Hartman's Pivot.....@ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....@ doz. $3.25
Western.....@ doz. $3.75

Anti-Rattlers—

Fernald, Wire....@ doz. pairs. .75
Burton's, No. 2....@ doz. pairs. .75
Burton's, with bolt holder, No. 1.....@ doz. pairs.$1.00
Kohler's:
Invisible, No. 3.....@ gro. $6.50
Perfect, No. 2.....@ gro. $7.00
Bolt Holder, No. 1.....@ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole....8¼@9¼c
Eagle Anvils, @ lb 9c.....15@15&5%
Hay-Budden, Wrought....8¼@8¾c
Peter Wright's.....9¼@10¼c
Samson.....8¼@9c
Trenton.....8½@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....75&10@80%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 80.60%
Nobles Double Spur, No. 33.70&10%
No. 10 Extension Lip....40@40&10%
No. M Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@50%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Jennings' Pattern.....70%
Snell's Car Bits.....60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½&5

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....12&7½&10%
Universal, each $4.50.....30%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓&5
Clark's small, $18.00.....50&10@60%
Clarks' Large, $36.00.....50&10@60%
Ives' Model, @ doz. $60....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—
Common.....@ gro. $2.75@$3.25
Diamond @ doz. $1.25.....40&10%
Douglass'.....40&10@50%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood.40@40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse.....60&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—
Cleveland.....60&10@70%
Detroit.....60&10&5@70&5%
K. & F. Straight Shank..60&10&10%
Morse Straight Shank.....60&10%
New Process.....60&10@70%
Standard.....60&10@70%
Syracuse.....60&10@70%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....40@40&10%
Watrous'.....40%

Awl and Auger Handles—
See Handles.

Awls—
Handled Brad, @ gr.....$3 00@$3.25
H'ld Scratch @ gr.....$3.50@$4.00
Pat. Peg @ gr.....35@35c
Sewing, Com.....@ gro., 85c@$1.00
Should. Peg @ gr.....$1.35@$1.45
Shouldered Brad. @ gr...$1.50@$1.65
Socket Scratch @ doz....$1.00@$1.10
Stanley Rule & Level:
Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Sets—
Aiken's Awls and Tools:
No. 10 @ doz. $7.50; No. 20, @ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 43, $10.50; 43, $13.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $13; 3, $13; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $13; 4, $13; 5, $13.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 @ dozen net.
Stanley's Excelsior, No. 1, $7.50 : No. 2, $4.00; No. 3, $5.5.....40&10%

Axes—
First quality, best brands.$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c @ doz.

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 40&12½@70%
Peck's:
Champion Blade.....45%
Empire Brand.....60&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....80%
D. Simmons & Co..
Broad.....50&5%
Shingling and Claw.....50&5%
Lath, Hunters' etc.....50&5%

Balances—
Chatillon's:
No. 2000 20 30
@ doz. 75c 35c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 lb. .....@ doz. 80c net.
Ice.....50&10%
Straight Spring balances.60&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—
National.....30%

Beef Shavers—
Enterprise:
Japanned, each, $6.50.....20%
Tinned, each, $7.50.....20%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@60%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....60&10%
Western, Sargent's list.....75%

Bellows—
Blacksmith's.....70@70&10%
Hand.....50&5@50&5%
Moulders.....50&5@50&5%

Belting, Rubber—
Boston Belting Co.:
"Boston".....60&10&5%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 3 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₱ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₱ doz.....30%
Millers Falls.....15&10%

Bicycle Tires—

W. & B.....₱ pair, $6.50
W. & P.....₱ pair $7.00

Bit Holders—

Angular.....40&5@40&10&10%
Extension:
Barber's, ₱ doz. $15.00.....45%
Ives' ₱ doz. $20.60.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₱ doz. $3..33⅓@33⅓&10%
Excelsior..₱ doz. $10.00...50&10&5%
N rth's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets.....$5.50
Gorhams Improved Star Tenon ₱ gro. $1.00.....25%
Merriman's Brass Lever ₱ gr. $15.00
Merriman's Iron Lever ₱ gr...$9.00
Millers Falls ₱ set $1.00.....15&10%
Security Gravity ₱ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₱ gr.....$9 00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list.50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@80%
Norway Iron, list Oct. '84..75&10@75&10&5%
Phila. Eagle, list $3.00.85&10@85&15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96, 80%
Bay State, Fluted.....80%
Eagle Phila., list Feb. 26, '96...85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 26, '88..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....80%

MISCELLANEOUS—

Sink.....80%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....30%

Borers, Bung—

Enterprise.....25%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.....20&10@25%
Enterprise, No. 1, $1.25; 2, $1.55; 3, $2.50 each
Ive's.....33⅓&5%

Boring Machines—

Without Augers.

	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	3.00
Millers Falls		7.50 15&10%
Snell's, Rice's Pat.	2.50	3.75

Bow Pins—

1¼ inch, ₱ gro.....$4.50@$5.00
inch, ₱ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Braces—

Barber's.....50&10@60&10%
Barber's Hatchet.....60@60&10%
Common Ball American..$1.10@$1.30
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114.....60&10%
No. 208@214.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bright Wire Goods—

Standard list.....90&10@90&20%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Beatty's.....40&5@40&10%
Bradley's.....25@25%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40&10@40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns.75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronsed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₱ gross $1.75@$1.90
Goodell's Acme.....₱ gr. $6.00
No. 5, Iron Handle.₱ gr....$2.00@2.25
Sardine Scissors...₱ doz. $2.0 @2.25
Sardine Scissors, Forged Steel, ₱ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2 50.....70&10%
Universal, ₱ doz. $8.00.....55&5%

Cards—

Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₱ doz.75@$1.00
Cast Steel, Polished.....₱ doz. $2.25
Socket.....₱ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen.	Ball Bearing	₱ doz. $27.00
Crystal.		₱ doz. $36.00
Gold Medal.		₱ doz. $24.00
Grand.		₱ doz. $36.00
Grand Rapids.		₱ doz. $22.00
Hall.		₱ doz. $60.00
Prize.		₱ doz. $24.00
Premier.		₱ doz. $24.00
Superior.		₱ doz. $24.00
Welcome.		₱ doz $24.00

Crown Jewel, japan finish, ₱ doz $19.00
Crown Jewel, nickel, ₱ doz. $31.00
Furniture Protector, Japan.....₱ doz. $22.00
Furniture Protector, Nickel.....₱ doz. $24.00
"Standard A," Jap...₱ doz. $20.00
"Standard A," Nick..₱ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₱ doz. $2.00
Child's.....₱ doz. $2.50
Little Daisy.....₱ doz. $1.50
Little Jewel.....₱ doz. $6.00
Little Queen.....₱ doz. $3.50
Misses.....₱ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₱ doz. net $18.00
"Criterion," ₱ doz. net.....$16.00
"Popular," ₱ doz. net.....$12.00
"Sovereign," Jap. ₱ doz. net.$17.00
"Sovereign," Nic. ₱ doz. net $19.00

Goshen Sweeper Co: New Prices Per Doz.

Goshen's Junior.....$ 9 00
Eureka.....$12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$16 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap.....$18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap....$19.00
Banner, Broom Action, Jap.$20 00
Banner, Broom-Action, Nic.$ 2.00
Reliable, Broom-Action, Jap.$20.00
Reliable, Broom-Action, Nic.$22.00
Rapid, Broom Action, Jap..$20.00
Rapid, Broom-Action, Nic..$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam-Action, Nic.....$24.00
Common Sense, Cam-Action, Nic.....$24 00
Our Best, Cam-Action, Nic..$24.00
Majestic, Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$25.00
Model, Cam-Action, Nic....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72 00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....6 @6 &10%
Martin's Patent (Phoenix).60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, in 1000 pound lots.

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$6.00	4.25	3.25	2.90	2.75	2.65	2.45	2.40

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&2%
Covert's Heel Chains.....45&2%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25%
Family.....net ₱ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....7½@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Sag Harbor Tool Co.....
Swan.....
Witherby.....
} 50&10&5%
C. E. Jennings & Co. No 70...35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

COLD CHISELS—

Good quality, ₱ D.....14c@16c
Snell's Best C. S.....50&10%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...35%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $6.50; No. 2, $12.50..35%

Clamps—

Adjustable, Cincinnati....15&10@10&10&10%
Adjustable, Hammers.....30%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati....15&10@15&10&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co.40&10%
R. I. Tool Co.'s Wrought Iron....35%
Smith's:
Eccentric.....35%
Splicing.....35%
Splicing Tools.....35%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₱ doz. $3.25
Star Shank.....₱ doz. $3.75
Star Socket.....₱ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $8.75...15%

TOILET

Chicago Flexible Shaft Co.'s:
Handy.....₱ doz $7.20 net
Mascott.....₱ doz $8.40 net
Monitor.....₱ doz. $9.00 net
Stewart Pat.....₱ doz $10.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers.
70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent
Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@20&10%
Shaves, Cincinnati Tool Co..
15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40&
10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretsinger Cut-Easy, ₩ doz.
$3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....35@35&10%

Counter Sinks—

Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $2.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '95.....35&10%
New York Stamping Co. List,
Sept. 17, '97.....35@35&10%
Perfect.....35&10%
Rubber, ₩ doz. $7.50.....35@35&10%
Southington Cutlery Co.'s...35&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List.
50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—

Electric Door Opener, complete, $9
60&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50.
70@75%
Star (Coil), list Oct. '95.....33⅓&10%
Torrey's Rod, 39 in. ₩ doz $1.20@1.35
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mitz.....75&10&5@80&5%
Ohio Tool Co.....75&10&5@80&5%
P. S. & W.....75&10&5@80&5%
Witherby.....75&10&5@80&5%
Watrous.....30&10@40%
L. & I. J. White.....25@25%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩
doz.....$16.00
Breast, Millers Falls, each $3.00
15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....30@30&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....30&10%
Ratchet, Weston's.....30@35%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00;
Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Paine, Diehl & Co.'s Keystone .33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.00
Dover, No. 10.....₩ gro. $5 50
Dover, Steel Handle No. 10, ₩
gro.....$5.50
Dover, Extra Heavy, No. 15, ₩
gro.....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$3.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$3.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60c. ea.
Lead Covered Wire No. 18, No.
16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P.,
2.00 ₩ doz.
Whistles, Speaking Tube, Por-
celain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $3.50
each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, CC FF.
Kegs, ₩ lb.	4½c	5c	8c
¼ kegs, ₩ lb.	4¾c	5¼c	8¼c
½ kegs, ₩ lb.	5c	5½c	8½c
10 lb cans, 10 in case	6c	6½c	9½c
10 lb cans, less than 10	10c	10c	8c

Enameline—

No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—

Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—

Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots
50&10%
Bohren's Pat. Rubber Ball.....25%
Every's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal
Key.....50&10%
John Sommer's "Duplex," Metal
Key.....60%
John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Met-
al Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50&10%
John Sommer's "Diamond," Lock
40%
John Sommer's "Eclipse," Lock..
40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50&10%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....60%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand."
Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Files—

DOMESTIC—

American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...80@80&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Filters—

Seed's Water Filters:
A 1, $4.00 No. 2, $3.50 No. 3, $1.50 No. 4, $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c
base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Manure, 4 tines.70&12½%
Champion, Manure, 6 tines...70&20%
Columbia, Hay.....70&12½%
Columbia, Manure, 4 tines..70&12½%
Columbia, Manure, 6 tines...70&20%
Columbia, Spading.....75&5&2%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....70&12½%
Victor, Manure, 4 tines.....70&12½%
Victor, Manure, 6 tines.....70&20%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse ...₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse,
₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—

Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....35&10%
Marking, Mortise, &c..60&10@60&
10&10%
Stanley's.....60&10%
Stanley's Chisel.....35&10%
Starrett's Surface, Center and
Scratch.....35&10%
Copeland Champion Bit ₩ doz
$3.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....35%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.35
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $2.00
Assorted 2 and 3.....₩ gr. $2.35
Wood head.....60&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....35%
Rotary Nutmeg.....₩ gro. $9.00

Grindstone Fixtures—

Stowell.....55&10%
P. S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co.....45&2%
Covert's Saddlery Works:
'96 List.....60&20%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10@50%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.35.
1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail,
40&5&2½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....30%
Sargent's New List.....45@50%
Verree.....50&10@60%
Warner & Nobles New List..35&10%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 35c } 60@60&10%
Over 5 lb.....₩ lb 30c
Wilkinson's Smiths....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's..50&10@
50&10&10%
Door or Thumb:

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.08	1.25	1.50

60&10@70%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Look....50%
Bronzed....60&10@66⅔%
Japanned, with Nuts....$1.62
Japanned, with Plate....$1.10
Japanned, without Plate....88c

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 & 10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—
Auger, assorted....$ gr. $2.25@2.50
Auger, large....$ gr. $3.00@3.25
Auger, Douglass', Pat. $ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10%
No. 2 to 32⅝....40%
Auger, Swan's, Pat. $ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....$ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....$ gr. $1.25@1.40
Firmer Chisel, Apple ass'd $ gr. $2.25@2.50
Firmer Chisel, Apple large $ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd $ gr. $2.00@2.25
Firmer Chisel, Hickory, large, $ gr. $2.50@2.75
Firmer Chisel, Socket ass'd $ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

GROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—

Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England. 70@70&10%
Barry, $6.00....50&10%
Best Anti-Friction. 60&10@60&10&5%
Challenge, Barn Door....50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00....70@70&10%
Cronk's Steel cov'd Loose Axle, 60&10@60&20%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60&10%
Covered....60&10%
No. 50....60 &5%
New Model....4 &10%
Parlor, Standard....4 &10%
McKinney's "None Better," No. 2; $18.00; No. 1 Special, $15.00, $ dozen pairs....60&10%
Richards' Single Track, Steel. 50&10%
Stearns' Challenge....60@50&5%
Stowell Mfg. Co.'s Barn Door.
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....5 &10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....5 &10%
Wild West....5 &5%
Zenith, for Wood Track....5 &5%
Baggage Car Door....33⅓%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00. 60&10&2½%
Warner's Pat....20&10&10%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.1 $ doz....40&10%
Wrought....85&10&5@90c
Wrought, Stanley....85&85@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....$6.00
Wadsworth's....40&5@40&5&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5%
Rolled Plate.... } 70&10@70&10&5%
Rolled Raised.... }
Plate Hinges "Providence" 6 to 12 in. $ lb., 5c. 14 to 36 in. $ lb. 4c.
Screw Hook and Strap. { 6 to 12 in., $ lb..2½c; 14 to 20 in., $ lb..2¾c; 22 to 36 in., $ lb..3 c

STRAP AND T HINGES—
Light Strap Hinges. 75&10&5@75&10&5&10%
Heavy Strap Hinges. 80&10@80&10 &10%
Light T Hinges....70@70 &10%
Heavy T Hinges ..75&5@75&10&5%
Extra Heavy T Hinges..80@80 &10%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps....60&10@60&10&10%
Crate Hasps....60&10@60&10&10%
Crate Hinges....75&10&5%

SPRING HINGES—
Bommer's....40%
Bardsley's Patent Checking....15%
Chicago....80%
Champion....60%
Kell's American....80%
Matchless, Double Acting....25%
New Idea, No. 1, $ gro....$7.50
New Idea, No. 2, $ gro....$18.00
Rex....$ gr. $13.00
Royal Japanned....66⅔%
Rubber....66⅔%
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double. 60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....20%
Union Mfg. Co....25%
Van Wagoner & Williams Hdw. Co.:
Acme....80&5%
American....80%
Columbia, No. 14....$ gro. $8.00
Columbia, No. 18....$ gro. $24.00
Crown....80%
Gem....30%
Knoxall....$ gro. $9.00
Oxford....80%
Wiles' No. 1, $ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....$ doz $12.50, 50%
Clark's Nos. 1, 2, 3....70@70&10&5%
N. E...$ doz $7.80....60@60&10%
N. E. Reversible....$ doz $5.60 60@60&10%
N. Y. State..$ doz $4.90..60@60&10%
Shepard's Nos. 1, 2, 3. 60&10@60&10 &5%
Western, $ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....80&10%
Mortise Gravity....50%
Nos. 1, 3, 5....80&10%
Nos. 40 and 50....80%
Huffer....50&10@50&10&10%
Parker....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 12, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....80&10%
Buffalo Gravity Locking, Nos. 1, 3 and 5....80& 0 &5%
Champion Gravity Lockin . No. 75....80&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 80&10%
Tip Pattern, Nos. 1, 3 and 5, 80 &10&5%
Double Locking, Nos. 20 and 25. 75%
Empire, Nos. 101 and 103....80%
Niagara Gravity Locking, Nos 1, 3 and 5....80 &10%
Noiseless, Nos 50, 60, 65 and 65. 80%
O. S. Lull & Porter....80&10&5%
Pioneer, N s. 060, 45 and 5½..75 &5%
Steam oat Gravity Locking, No. 10....80&10&5%
Stanger's Noiseless....75%
Mortise Gravity....50%
Stanley's Steel Gravity Blind Hinges, $ doz. sets $1.30....40&10%

Hitching Cords—

Covert Mfg. Co....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. $ doz. $3.50 net
Crescent Cultivator, 7 in. $ doz. $3 75 net
Crescent Double-Bit $ doz. $4.00 net
Crucible Cut-Easy..$ doz. $4 50 net
Cotton....80&10%
Dunlap's Boys', Ladies', Toy....3 %
Garden....80%
Ladies' and Boys'....8 &5%
Mortar....75&25%
Iowa Crucible Socket....75&20%
Magic....$ doz $4.00
Mattock Hoe....$ doz. $3.75 net
Planter's....80&15%
Texas Cut-Easy....$ doz. $4.25 net
Warren Hoe....60&10%
Weeding....75&5%

EYE—
American Axe & Tool Co....70%
Grub....75@75&10%
Lane's:
Crescent Planters Pat....45&5%
Razor Blade, Scovil Pat....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil....30@30%

Hog Rings and Ringers—

Hill's:
Rings....$ gr. boxes..$3.00@3 25
Ringers....$ doz. 50@55c
Kohlers, Horse Nail, Ringers. $ doz. $9.00
Perfect Rings....$ gro. $7.00@$7.50
Perfect Ringers....$ doz. 80c

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Peerless Enameled-Ware...70&10%
Crystal Steel-Ware....50&10%
Blue and White-Ware....0&10%
White-Ware....25&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10@70%
Unground....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....62½@65%
Maslin Kettles....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

BUSH—
Jennings & Griffin's....40&10%
Light $ doz. $5.00: Medium $ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson.... 50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list...5 &10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....$ doz $1.35
Cotton Pat. (N. Y. Mallet & Handle Works....80%
Hammock Hooks, E. C. Stearns, $ doz....60c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....33⅓%

WIRE—
Atlas Coat and Hat....50&10%
Belt....80&10%
Handy Coat and Hat....70%
Steady Ceiling....70%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.6 ; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....70&10%
Hooks and Eyes—Mal. Iron....75%
Cotton, Box and Hay....60%

Horse Clippers—

See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10	
A. U.		28c	23c	22c	21c	21c.	40&10%
American, all sizes, 9½c							net
Ausable		28c	26c	25c	24c	23c.	40&10&5%
Anchor		23c	21c	20c	19c	18c	40%
C. B. K.		25c	23c	22c	21c.	21c	40%
Capewell		19c	18c	17c	16c	16c.	10&5%
Champlain		28c	26c	25c	24c	23c	40&5&2%
Clinton Fin.		19c	17c	16c	15c	14c.	60&10&2%
Essex		28c	26c	25c	24c	23c.	40&10@50%
Lyra		9½c	9½c	9½c	9½c	9½c.,	net
Maud S		25c	23c	22c	21c.	21c	40&10&5%
Northw't'n		28c	23c	23c	21c	20c.	25@35&5%
Putnam		23c	21c	20c	19c	18c	25%
Snowden		9½c	9½c	9½c	9½c	9½c.,	net
Vulcan		28c	21c	20c	19c	18c	25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb's....$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4 75@$5 25
Gibbs' Rubber Cush'd, $ set, $1.50
Hartford Side-Weight, Extra Light....$7. @$7.50
Hartford Side-Weight, Light and Medium....$6.50@$7.00
Perkins Improved Snow.... $
W. & B. Rubber Pad....$ set, $2.50

MULE—
Add 50c $ keg to above prices.

Horse Ties—

Covert Mfg. Co....45%

Hose, Rubber—

Boston Belting Co.:
"Boston"....60&10&5%
"Imperial"....40&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....60&10%
Staple....60&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....$ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....$ doz. $12 00 } 33⅓&10%
Ice Crusher, No 3, $ doz. $3.00 } 33⅓&10%
Ice Crusher, No. 2, $ doz. $6.00 } 33⅓&10%
Ice Crusher, No. 1, $ doz. $2 .00 } 33⅓&10%
Ice Tools....$ doz. $4.00 } 33⅓&10%
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, $ doz. $6.00..25% No. 34....$ doz. $15.00..25%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—

Ames':
Bread Knives. $ doz. $1.50....20@25%
Butcher Knives....25@25&10%
Shoe Knives....25@30%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2½ in. Bead, $ gr....$1.25@$1.50
Carriage, Jap....$ gro. 80c, 6 &10%
Door Knobs, Hemacite....50&10%
Door Mineral....$ doz. @65c
Door Por. Jap'd....$ doz. 65@70c
Door Por. Nickel....$ doz. $1.70@1.80
Drawer, Porcelain. 60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '95. 40%

Lace Leather—

John C. Hagan & Co.:
Rawhide Side Lace, No. 1 $ ft. 18c
Tanned Side Lace....$ ft. 8c
Cut Lacings, ¼ in., $ 100 ft....$1 00
Cut Lacings, 5-16 in. $ 100 ft. $1 25
Cut Lacings ⅜ in., $ 100 ft....$1 0
Cut Lacings, ½ in., $ 100 ft....$2 00
Cut Lacings, ⅝ in., $ 100 ft....$2.75
Cut Lacings, ¾ in., $ 100 ft....$3.25
Discount from list, 60%

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Latches—
Cronk's Sliding Door.....60%
Lane's Barn Door.....40%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40%
Genuine Philadelphia Mowers:
Styles M., S., C., E., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$6 00 $6.25 $6.50 each net
Pennsylvania.....60&10%
Rapid Transit.....70&10&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—
Enterprise.....25%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1. No. 2. No. 3.
₩ doz. $12.00 $15.00 $24.00..35%

Lead Pipe, &c.—
Lead Pipe.....₩ lb 6c
Lead Pipe, Tin Lined.....₩ lb 12½c
Block Tin Pipe.....₩ lb 22c
Sheet Lead.....₩ lb 7c
Quantity discount 20%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.35@$3.50
Porc. Lined, Wood....₩ doz. $6.00 80&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....60@60&10%
Name Plate.....70%
Number Door Plate.....60@6 &10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design....35&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50.....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....35@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz.$7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.—
Barnes Mfg Co.....40@40&10%
Branford Lock Co.....net prices
Champion Night Latches.....40%
Dietz Flat Key.....30%
Mallory, Wheeler & Co...60&10@70%
Norwalk Lock Co.....60&10%
Plate.....33⅓%
R. & E. Mfg. Co.....60&10@70%
Reading Hdw. Co.....60@60&10%
Sargent & Co.....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch.....35&5%
All other Night Latches.....40%
Yale.....net prices
CABINET—
Barnes Mfg. Co.....40@40&10%
Dietz:
Nos. 22 to 39.....40%
Nos. 41 to 78.....45%
Nos. 87 to 96.....30%
Eagle Lock Co.....45%
Yale.....45&5%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Barnes Mfg. Co.....50@50&10%
Champion.....40%
A. E. Dietz.....40%
Eagle.....40%
Scandinavian.....90&40@90&40&10%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25%
Eagle.....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Regular list.....70&10@75%

Meat Cutters—

American					.30%
Nos.	1	2	3	4	5
Each	$5	$7	$10	$25	$50 $60

Dixon's ₩ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25%

Nos.	10	12	22	42
Each	$3	$3.50	$4	$6 $15

Hales Pattern ₩ doz.....70@70&5%

Nos.	11	12	13
	$37	$33	$45

Home No. 1..₩ doz $36.....60%
Little Giant.....50&10%

Nos.	305	310	312	320 323
	$35	$43	$44	$72 $68

Miles' Challenge ₩ doz...45@45&10%

Nos.	1	2	3
	$33	$30	$40

Perfection.....net
Woodruff's ₩ doz.....33⅓%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise).....35@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—
Enterprise.....25%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..25c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz.$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896.....87½&10%
PICTURE—
Brass Head. Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list,.40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, per doz.....$9.00
Eclipse....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24 00, 40%
Pelican.....₩ doz $9.00, 15&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—
Buck Bros.....27½%
Cannon's Diam'd Point₩ gr.$12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....50&10%

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Cold Punched, Square, off list. $5 90
Hex, off list.....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list.....$7.20

Oilers—
Brass and Copper..50&10@50&10&5%
Cushman & Denison's:
Pocket Oilers.....₩ doz. $1.55
Star Pocket Oilers..... .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable. Hammers, New Style, 10&5 @30%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10 @75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ lb.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb..... .50
No. 1..... .40
No. 2..... .30
Pike's Washita Round Edge Slips: 3 to 5x1¼ to 2⅝ to ⅝ at back, ¼ to 5-16 edge ₩ lb:
Lily White Slips..... .90
Rosy Red Slips..... .90
Extra Slips, same sizes as above..80
No. 1..... .70
No. 2..... .40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb..... .70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$12.00
7x2, " 11 00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x⅝ to 1½, ₩ lb..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston"..... .60%
"Excelsior" Self-Vulcanizing, per lb 70c.....40%
Boston "Phœnix" Red Sheet, per lb..... 50c.net
Extra.....60&5@50&10&5%
Standard. Fair Quality.. 70&10@75%
MISCELLANEOUS—
American Packing.....9c@10c ₩ lb
Cotton Packing.....14c@15c ₩ lb
Italian Packing.....11c@12c ₩ lb
Jute.....5½c@6c ₩ lb
Russian Packing.....13½c@14c ₩ lb

Padlocks—
See Locks.

Parers—
APPLE—
Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Daisy.....₩ doz 3.50
Dandy.....each 7.50
Eureka, 1888.....each 16.00
Family Bay State.....₩ doz 12.00
Favorite.....₩ doz 5.00
Gold Medal.....₩ doz 4.00
Ideal.....₩ doz 4.00
Improved Bay State.₩ dz..$27@30.00
Little Star.....₩ doz 4.00
Monarch.....₩ doz 13.50
New Lightning.....₩ doz 5.50
Oriole.....₩ doz 4.00
Penn.....₩ doz 3.00
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Rocking Table.....₩ doz 5.50
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable.....₩ doz 4.50
Victor.....₩ doz 13.50
Waverly.....₩ doz 3.75
White Mountain.....₩ doz 4.00
POTATO—
Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00 @7.50
Lead.....₩ gro. 2 18@4.38
Lumber.....₩ gro. 6.87
Mascot, Hexagon.....₩ gro. 4.75
Mascot, Round.....₩ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $13.00; 6 to 7, $13.00.....70&10@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10 @67½%
Bench, First Quality.....50@50&10%
Bench, Second Quality.....60%
C. E. Jennings & Co.....50&10%
Molding.....40&10%
IRON PLANES—
Chaplin's Iron Planes.....50&10%
C. E. Jennings & Co., Iron...5 &10%
Sargent's.....60@60&10%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10@60%
Miscellaneous.....35&10%
Steer's Iron Planes..50&10@50&10&5
PLANE IRONS—
Auburn "Thistle"..... Ohio..... Sandusky.....} 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.35 to $
C. E. Jennings & Co.....35&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....30&5@35%

Pliers and Nippers—
Button's.....70@70&10%
Carew's Pat. Wire Cutters.....35%
Cronk's:
Button Pattern..... .70@70&10%
Fencing Pliers, ₩ doz $12.00...75%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13 50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....65⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....35&10%
Disston's.....50%
Pocket Levels.....70&10@75%
Stanley's.....75&10%
Stanley's Duplex.....25&10&10%
Wood's Extension Sight.....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....25%

Polish, Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—
Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—
Round or square, 1 qt., ₩ doz. $ .75; ₩ gr. $6.50 } 10@ 15%
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 }
2 qt., ₩ doz. $1.15; ₩ gr. $12.00 }
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—
Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No. 25.....₩ doz $11.00
Invincible, No. 6.....₩ doz. $10.00
Pioneer, No. 714.....₩ doz. $ 9.00
Lock Lever, No 20...₩ doz. $12.00
Universal, No 49.....₩ doz. $14.00
New Champion, No.37 ₩ doz. $ 7.00
Iron Handle, No. 38. .₩ doz. $ 5.00
Ryan's.....₩ doz., $30.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓&5
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₱ doz. $3 50
American, No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. ₱ doz.....$2.50@2.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@60&5%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades75&10@80%
Pitcher Spout, Cheaper goods. 80&5@80&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump..... $13.00
No. 8, Fig. 326, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 333, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 3½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 103, Fig. 448, 3 in. Lift Pump.....$10.00
No. 108, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 235, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 512, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive,.....50@55%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

Barn Door, Light, In. ½ ⅝ ¾
Per 100 feet.....$1.40 1.85 2.60
Barn Door, "None Better" No. 1, ₱ foot.....3½c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c

B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet..	$1.60	2.00	2.50

Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
Competition.....₱ foot, 2½c
Common.....₱ foot, 2½c
Double Braced.....₱ foot, 2¾c
Lanes' O. N.T.....₱ 100 ft. $3.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 3c
Sliding Door, Wr't Brass, 1½ in. ₱ ft, 30c.....30&10@40&5%
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot, 60&10&2½&5

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1.....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.20
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3 2 @$3.40
Lawn Queen, Impr'd, net ₱ doz. $3.3 @$3.50
Catch All...net ₱ doz. $3.15@$3.25
Jumbo.....net ₱ doz. $7.0 @$9.00
Paragon....net ₱ doz. $2.85@$3 00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓&5

Rasps, Horse—

New Nicholson Horse Rasp..70&10%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....30%
Westenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30&10%
Bronze-plated.....40%
Nickel plated.....40&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....50%
Hose with burrs.....50%
Burrs only.....40%

IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....80%
Thousand, in bulk.....80&5%
Thousand, in papers.....8 &5%
Coopers, in bulk.....80%
Block, and Carriage in papers.80%
Hame.....80%
Belt with burrs, tinned or copper.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₱ doz. $1.00 net
Screw Stay.....$ doz. 60c net

Rope

Cotton Rope, Best, ¼ in. and larger.....₱ ℔ 13 @14c
Medium, ¼ in. and larger.....₱ ℔ 10 @12c
Common, ¼ in. and larger.....₱ ℔ 8½@10c
Jute Rope.....₱ ℔ 5 @5½c
Manila:
7-16 in. and larger.....₱ ℔ 14c
⅜ in.....₱ ℔ 15½c
¼ and 5-16 in.....₱ ℔ 11½c
Hay Rope, Med.....₱ ℔ 10½c
Sisal, ½ in.....₱ ℔ 9½c
¼ and 5-16 in.....₱ ℔ 10½c
7-16 in. & larger.....₱ ℔ 9½c
Med. L'th Yarn.....₱ ℔ 8½c
Hay Rope.....₱ ℔ 9½c

Rules—

Athol, Steel.....33⅓&5
Boxwood.....80&10&10&10%
Ivory.....50&10@50&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—

Chinese Laundry.....₱ ℔ 4@4½c
Chinese Sad.....3½@3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ℔ 2½@2¼c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.50
No. E 50, nickel plated, size 1, 2 or 3 without handles, ₱ doz.$4.00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.00
No. E 55, plain polished, size 1, 2 or 3 without handles, ₱ doz.$3.50
No E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₱ doz $7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₱ doz.$4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₱ doz $9.20
No. E 60, nickel-plated, size 4, without handles, ₱ doz.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₱ doz.$4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles $5.80
The "Best" Handles, with Forged Iron Stretchers. ₱ doz.....$2.50
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz$22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ℔ 30@31½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.....50&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₱ ℔ 16c
Cable Laid Russia....₱ ℔ 13½c@14c
Common India.....₱ ℔ 8½c@9c
Common Russia Sash.₱ ℔ 12½c@13c
Patent India.....₱ ℔ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ℔ 30c
"Samson" Braided Drab, Cotton.....₱ ℔ 35c
"Samson" Braided Italian Hemp.....₱ ℔ 38c
"Samson" Braided Linen, ₱ ℔ 56c
Silver Lake:
A Quality, Drab.....₱ ℔ 40c. 15@15&7½%
A Quality, White.....₱ ℔ 38c. 15@15&7½%
B Quality, Drab, ₱ ℔ 35c. 15@15&7½%
B Quality, White ₱ ℔ 30c. 15@15&7½%
White Cotton Braided, ₱ ℔ 21c@22c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔&5

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent.....66⅔&5
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....30%
Enterprise Mfg. Co.....35%
National Specialty Mfg. Co.....35%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
O. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

O. E. Jennings & Co.....30%
Red, Polished and Varnished...₱ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro..$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....30%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓&5
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $33.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer. ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....35%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@$18.00
Tea, No. 161.....₱ doz. $5 75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$2.15@$2.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '98.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $3.00 .....40&10%
Box, 1 Handle.....₱ doz., $2.00
Box, 2 Handle....₱ doz., $3.40@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....50@50&10
Pat. Excelsior.....5%&5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 2, $13.50%
Howard-Allard.....50&10&10%
O. E. Jennings & Co.....40&10%
Jennings & Griffin.....25&10%

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Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₱ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 88.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....85%
Brass, Round Head.....83⅓%
Bronze, Flat Head.....83⅓%
Bronze, Round Head.....80%
Coppered, Flat Head.....85%
Coppered, Round Head.....80%
Drive Screws, Diamond Point.87½%
Iron, Bright Flat Head 87½%
Iron, Br't R'd & Oval Head.....85%
Nickel Plated, Iron Flat Head..83⅓%
Nickel Plated, Iron R'd Head..83⅓%
Silver Plated, Iron Flat Head....80%
Silver Plated, Iron Round Head.75%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....83⅓%
Hand Rail.....83⅓%
Lag Screws. List Jan. 30, 1895. 60&10&5@35%

BENCH, HAND, ETC.—

Bench, Iron, ₱ doz., 1 in., $2.75; 1¼, $3.00; 1½, $3.50
Bench, Wood, Beech, ₱ doz $2.00@3.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....35%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....1"&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....60&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....35%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₱ Set.....$2.25
Surrey, No. 9, ₱ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₱ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning, See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1861. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@50%
M. W. Co., list July, 1898.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1898. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1898.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw Cutters—

Enterprise.....35%
Enterprise Mfg. Co.....35%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $30.00@$37.00
Kraut Cutters.....50@50&10%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....35%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....35%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2½@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....60&10&5%
Empire.....60&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... 45&2½ @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....30%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₱ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@30%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....30%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels. 60&10%
Starrett's Micrometer Caliper Squares.....35%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₱ D.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....35@30%

PIPE MAKERS—

Holroyd & Co.....75&10@30%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued....90&10@90&20%
America, Tinned...90&20@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....80&10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails.....80%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&20%
Hungarian Nails, Steel.....80&20%
Lace Tacks.....
S.S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S S.....60&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $2.00
Bonnie Blue.....₱ box $1.5
Can Opener Carpet Tacks, ₱ gr. $4.00
Dble. Point, 90&10&10&10&10&10&10%
Hammer Carpet Tacks...₱ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net.....$1
" " 2, " " ...1.50
Little Jack.....₱ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&2½&5%
Keuffel & Esser Co, New list, 1898: Steel and Metallic.....25%
Lufkin's Steel and metallic..50&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....35@35&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IO 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.30
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).30&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Placed, list Jan. 20, 1897.....70&10@70&10&5%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....30@25%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$2.35
Common 6 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.65
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.35
Double Rail Steel Track complete with clamps, ₱ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$3.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₱ doz.$1.75
Floor Hooks, ¾ in. ₱ doz. .55
Floor Pulley, Wood Sheave, Fig. 436, ₱ doz.....$3.00
Hanging Hooks for Double Steel Track, ₱ doz..... .60
Hanging Hooks for Single Steel Track, ₱ doz..... .60
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₱ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₱ doz.$3.00
Malleable Rafter Brackets, ₱ doz ..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$13.00
New Myers Iron Rod Car.....$8.7

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Reed Wood Frame Pulley with Hook, Fig. 434, ₱ doz. $3.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch ₱ doz.....$1.75
Single rail Car, Single Steel T. $3.50
Single rail Steel Track with clamps, ₱ ft.....09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz.....$1 50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₱ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 5 @ 0&10%
Crescent .....7.@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 3 3 and 304.....₱ 100, $12.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse .....5 @50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....₱ doz. 65c
Improved Rat.....₱ gross, $12.50
New Rat.....₱ gross. $12.50
Monse, Bonanza....₱ doz 90c@$1.00
Mouse, Catch-'em-Alive ₱ d z $2.50.15%
Mouse, Delusion..... 40%
Mouse, Ideal.....₱ gr $9.00
Mouse, Round Wire. ₱ doz $1.50, 10%
Mouse, Wood, Choker, ₱ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₱ gro., $15.00 No. 2 ₱ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₱ doz....$15.00
Yankee Mouse Trap, ₱ doz.. $5.50
Yankee Rat Trap, ₱ doz.....$11.00
John M Mast:
Snap Shot, 2-Hole....₱ gro., $4.00
Snap Shot, 4 Hole....₱ gro., $7.00

FLY-

Balloon, ₱ doz $1.25.....₱ gr. $13.50
Electric Rod.....₱ gr. $16.50
Globe.....₱ doz., $1.25; ₱ gr. $13.50
Harper....₱ doz., $1.75; ₱ gr. $16.50

Trowels—

Brade's Brick.....80%
Disston's:
Brick.....25@25&10%
Plastering.....25@25&10%
Pointing.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co. 25%

Ventilators—

CHIMNEY—

Pancoast's Double Deflector. 70&10%

WINDOW—

Pancoast's "Common Sense," ₱ doz. $9.00

Vises—

Solid Box.....60&10@60&10&10%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@5 &5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....35&10&5%
Lowell Hand 33⅓%
Millers Falls, Mechanics'...net@10%
Moore's.....20%
Parker's.....20@25%
Oval Slide.. .....50&10%
Victor.....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%

SAW FILERS—

Bonney's Nos. 2 & $15.00.....50&10%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33 .....33⅓%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₱ doz., $30.00.....60&20%
Daisy, ₱ doz., $12.00.....60&20%
Lane's Steel 20%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₱ doz. $5.00
Axtell, Lacquered, 42 in. ₱ doz. $7.00
Axtell, Pol. Brass, 36 in. ₱ doz. $12.00
Axtell, Pol. Brass, 42 in. ₱ doz. $15.00

Weed Diggers—

"Pastime".....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....65&10%

Window Mirrors—

Bayer & Co.'s..... ₱ doz. $24.00 net

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....35%
Bright Wire Goods, Standard list 90&2%@90&2½%
Cast Steel Wire.....50%
Copper Wire.....40%
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18...80&10@80&10&10%
Cop'd, Nos. 0 to 18.....80&10%
Galv., Nos. 0 to 18. .....50&10%
Tin'd, Tinned list Nos. 0 to 18.... 75&10%
Picture Wire.....New list 35&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₱ lb..... 60@70c
Stub's Steel Wire.....$6.00 & 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.. ..30&20%
Painted Screen Cloth good quality, ₱ 100 sq. ft., $1.00@$1.10

Wire Rope—

List.
Cast-steel.....20&2½&2% cash
Iron.....20&2½&2% cash
Iron, Galvanized..20&2½&2% cash

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₱ doz. $1.50

Wrenches—

Agricultural.....30@30&10%
Aiken's Pocket (Bright)..$3.00@3.30
Alligator.....70%
Armstrong's.....40%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder or Gas Pipe.....55%
No. 3 Pipe, Bright.....30%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's..... 30@33⅓%
Cincinnati Tool Co:
Bit.....15@15&10%
Standard Brace.....15@15&10%
Coes':
Genuine.....40&10&5&5&2%
"Mechanics'".....40&10&10 &5&5&2%
Donohue's Engineer.....40&10%
Eagle Pipe.....30&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....30&10%
Wakefield Pipe and Nut..... ...40%
Whitman & Barnes:
Acme .....60@60&5%
All Steel Pipe .....50&10@50%
Always Ready.....35@40&10
Bull Dog.....60&10%
Diamond Cycle.....₱ doz $3.00
Drop Forged Engineers.35@40&10%
Hercules .....70&10@75%
Improved Knife Handle Pipe 60@60&5%
Machinists' Knife Handle.5/8 & 10 @50&5% & ¼ @50&10&5%
Regular.....80&5@ 0&10&5%
J. H. Williams.....25%

Wringers, Clothes—

In lots of less than one dozen. Cash. Am. Wringer Co.'s list, July 1895, 25%
Colby Wringer Co., list May 1, 1894, 25%
Lovell Mfg. Co., list July 2, 1894...25%
National Wringer & Mfg. Co., list Jan. 1, 1895 .....25%
Peerless Mfg. Co., list Feb., 1898...25%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS

Oils—

Linseed, City, Raw, in barrels ₱ gallon.....88c
Linseed, City, Boiled, in barrels ₱ gallon.....40c
Out of Town on Spot..₱ gal.....38c
Calcutta, Raw, in bbls....₱ gal. 54c
Lard, Prime City.....₱ gal. 42@43c
Extra, No. 1.....37@39c
No. 1.....37@39c

Paints and Colors—

Barytes, Foreign, ₱ ton, $18.00@$22.50
Barytes, American Floated, ₱ ton $18 00@$20.00
Barytes, Crude ₱ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₱ lb.....4½@5c
White Lead, American, in Oil, in lots of less than 500 pounds, ₱ lb net.....6¼c
In lots of 500 pounds and over, ₱ lb.....5¾c
White Lead, Foreign, in Oil, ₱ lb 6@6¾c
Litharge, Kegs, ₱ lb.....5½@5¾c
Zinc, American, Dry, ₱ lb....4@4½c

Putty—

In bbls. and half bbls.....1½@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....2 @2¾

Spirits Turpentine—

In regular bbls.....29@—c
In machine bbls.....31@—c

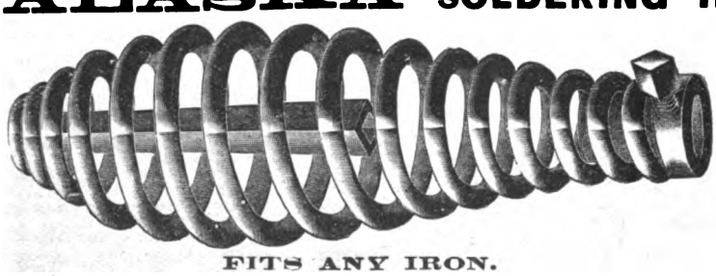
Dry Colors—

Blue, Chinese.....₱ lb 30 @35
Blue, Prussian.....₱ lb 29 @33
Blue, Ultramarine..₱ lb 6 @25
Sienna, Italian, burnt & powdered ₱ lb 4½@10 c
Sienna, Italian, raw & powdered...₱ lb 3 @4½c
Umber, Turkey, burnt.....₱ lb 2½@3½c
Umber, Turkey, raw.....₱ lb 2½@3 c
Green, Chrome, Ordinary.....₱ lb 4 @12 c
Green, Paris, in bulk, ₱ lb 13½@15½c
Indian Red, American.....₱ lb 2½@ 3 c
Indian Red, English.....₱ lb 4½@5½

Colors in Oil—

Black Coach Japan ₱ lb..18½@20
Black Coach Japan, in Oil.....₱ lb 12 @13 c
Black Drop.....₱ lb 7 @10 c
Black Lampblack, Best..... ₱ lb 13 @15 c
Black Lampblack, common .....₱ lb 7 @10 c
Blue, Chinese.....₱ lb 35 @40 c
Blue, Prussian .....₱ lb 25 @25 c
Blue, Ultramarine..₱ lb 16 @21 c
Sienna, bur't... .....₱ lb 8 @12 c
Sienna, raw.... .....₱ lb 7 @10 c
Umber, burnt.....₱ lb 7 @10 c
Umber raw.....₱ lb 6 @10 c
Brown, Vandyke....₱ lb 7 @12 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.

Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,

ALBANY, N. Y.

"TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell, Baltimore, Md.: HARDWARE is too valuable to be without.

"GREAT VALUE AS AN ADVERTISING MEDIUM."

Buck Bros., Millbury, Mass. [*Tools*]: We appreciate the great value of your paper as an advertising medium.

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H. & R. ARMS CO.'S

Widely known **AUTOMATIC** is fully up-to-date, and made in 32 and 38 calibers with 3½, 4, 5 and 6 inch barrels, central fire, S. & W. cartridge. Also makers of the

PREMIER AUTOMATIC **DOUBLE ACTION REVOLVERS**



in 22 caliber Rim Fire and 32 caliber Center Fire with 3 and 5 inch barrels.

Send for complete Catalogue.

HARRINGTON & RICHARDSON ARMS CO.,
WORCESTER, MASS., U. S. A.

Not The Same Old Jack-knife



Patented August 24, 1897.

which is offered by concerns with no originality.

It's something radically different, and the PEOPLE like it.

We call it the

Eclipse Cleanable.

It's made in

BURLINGTON, VERMONT.
(Don't Forget).

It is the only removable ice chamber refrigerator with a positive circulation, introducing the cold air at bottom of provision chamber through a movable flue.

SIMPLE -- DURABLE -- HANDSOME.

1899 CATALOGUE NOW READY.

The Eclipse Refrigerator Works, BURLINGTON, VT.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.



There are others, but none like or equal to the Centennial. It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.

Manufactured only by

COONEY, SEINER & CO.,
17, 19 and 21 E. South St., INDIANAPOLIS, IND.

FREE TO HARDWAREMEN.

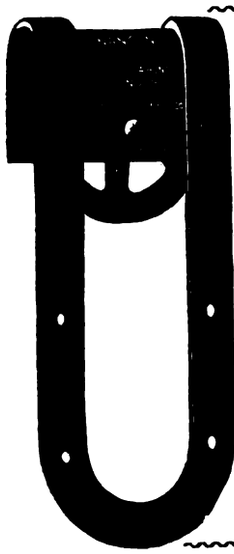
A sample of our new weight "56" SPOON—

NICKEL SILVER TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,

EAST BRIDGEPORT, CONN.



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,
So. Milwaukee, Wis.

TRY SOMETHING NEW.

The PLANET LEATHER



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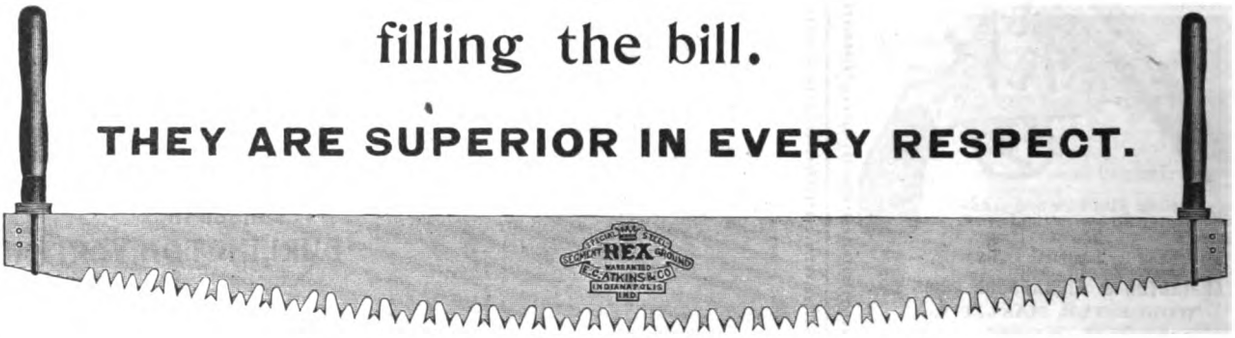
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Twentieth Century Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Philadelphia Lawn Mower Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
Millers Falls Co., New York.
Miner & Peck Mfg. Co., New Haven, Ct.
Albanus L. Smith & Co., Philadelphia.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

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W. C. Heller & Co., Montclair, N. J.

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Boston & Lockport Block Co., Boston and Lockport, N. Y.
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Heber Wells, New York.

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Samson Cordage Works, Boston.

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John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

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L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

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John Chatillon & Sons, New York.

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Enterprise Mfg. Co., Philadelphia.

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Maltby Henley Co., New York.
The Scranton & Co., New Haven, Conn.

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Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

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Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

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Atlas Bolt & Screw Co., Cleveland, Ohio.

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Oil Stoves.

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Tower & Lyon, New York.
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Pattern Letters.

Heber Wells, New York.

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Harrington & King Perforating Co., Chicago.

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Wm. Scholhorn Co., New Haven Conn.

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Troy Nickel Works, Albany, N. Y

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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co..... 4
Allerton-Clarke Co 37
Aluminum Sign & Novelty Co....43
American Ring Co.....11
American Shearer Mfg. Co.....48
Ames Sword Co.....13
Arcade File Works.....37
Arcade Mfg. Co..... 3
Armstrong Mfg. Co.....14
Atkins (E. C.) & Co.....60
Atlas Bolt & Screw Co 68
Atlas Mfg. Co..... 1
Ausable Horse Nail Co..... 3
Automatic Machine Co..... 5

B

Baeder, Adamson & Co..... 5
Barnes, Wallace.....34
Barnett (G. & H.) Co.....68
Barney & Berry.....47
Barrett, W. L..... 1
Bellows (E. P.) Agricultural Co...67
Berger Bros Co.....14
Berger, L. D..... 9
Berlin Iron Bridge Co.....17
Bicycle Step Ladder Co..... 6
Boardman (Luther) & Son.....10
Bommer Bros.....68
Brass Goods Mfg. Co.....50
Bridgeport Chain Co.....14
Bruce & Cook 17
Bryan Mfg. Co..... 4
Burr Mfg. Co..... 2
Burr Mfg. Co.....48

C

Calcium King Lamp Co.....48
Capewell Horse Nail Co.....63
Cary Mfg. Co 50
Champion Safety Lock Co.....35
Chatillon (John) & Sons..... ... 4
Chicago Flexible Shaft Co.....13
Chisholm & Moore Mfg. Co..... 8
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Clinton Wire Cloth Co.....67
Clipper Lawn Mower Co.....45
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Codling Mfg. Co.....59
Coes Wrench Co..... 7
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Conroy (P. J.) Co..... 8
Cooney, Seiner & Co.....59
Covert Mfg. Co..... 59
Cronk Hanger Co.....16
Cushman & Denison.....35

D

Darby (Edward) & Sons 67
Dean Linseed Oil Co.....48
Diamond Hardware Co,..... 7
Dickinson, Thos. L.....48
Disston (Henry) & Sons..... 5
Divine Bros..... 2
Dixon (Jos.) Crucible Co..... 5
Dow Wire Works.....44
Dunbar Bros.....44
Du Pont (E. I.) de Nemours & Co. 3

E

Eclipse Refrigerator Works.....59
Elliott (W. H.) Electric Co..... 5
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co 41
Excelsior Mfg. Co..... 4

F

Field (Alfred) & Co..... 6
Fitch (W & E. T.) Co..... 1
Fox Cutlery Co.....45
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co. 67
Gillespie (Chas. H.) & Sons..... 5
Goldberg, C. H. & E. S.....39
Goodell Co.....46
Gould Packing Co..... 39
Graham (John H.) & Co.....18

H

Hanson & Van Winkle Co..... 2
Hardwaremen's Exchange.....48
Hardware Publishing Co.,.....16
Harman, S. H.....67
Harrington & King Perforating Co.....68
Harrington & Richardson Arms Co.....70
Hartley & Graham..... 1
Heinisch's (R.) Sons Co.....46
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Holmes & Edwards Silver Co.....59
Holroyd & Co..... 7
Howard Iron Works.....13

I

Iowa Farming Tool Co.....45
Ives (H. B.) & Co.....68

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg Co.....35
Johnson's (Iver) Arms & Cycle Works.....35

K

Kearney & Foot Co.....39
Keuffel & Esser Co..... 9
Kilbourne & Jacobs Mfg. Co.....36
Kimball Bros.....14
Kohler (F. E.) & Co..... 4

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....38
Lancaster Machine & Knife Works.....39
Lane Brothers Co..... 2
Leonhardt & Co..... 7
Loeb & Co.....41

M

Magnolia Metal Co..... 1
Maltby Henley Co.....44
Martin, James F.....48
Mast, John M.....17
Mayhew (H. H) Co..... ...36
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S.....43
Millers Falls Co.....45
Miller & Van Winkle..... 1
Miner & Peck Mfg. Co.....68
Morrill, Charles.....13
Mungford, A.....44
Munn & Co.....45
Myers (F. E.) & Bro.....17

N

National Saw Co.....10
National Specialty Mfg. Co.....15
National Cement & Rubber Mfg. Co.....43
New Departure Bell Co.....43
N. J. Car Spring & Rubber Co..... 1
New Jersey Wire Cloth Co.....65
Ney Mfg. Co.....15
Niagara Paper Mills..... 2
Nicholson File Co..... 3
Niles Mfg. Co 2
Nock, Geo. W.....48
North Bros. Mfg. Co.....15
Norton Door Check & Spring Co. 39

P

Parry Mfg. Co.....15
Pastime Lawn Mower Co..... 9
Patrick, Carter & Wilkins.....50
Peck (Fred W.) & Co.....46
Pennsylvania Wire Works.....67
Philadelphia Commercial Museum..... 2
Philadelphia Lawn Mower Co.... 8
Pike Mfg. Co.....41
Planet Mfg. Co.....59
Plume & Atwood Mfg. Co.....41
Porter Screen Mfg. Co.....10
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Putnam Nail Co..... 11

Q

Quincy Hardware Mfg. Co..... 1

R

Reading Hardware Co.....10
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Rodgers (Joseph) & Sons 6
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Rolfe, I..... 5
Root Bros. Co.....46
Root Bros. Co.....43

S

Salem Nail Co.....44
Samson Cordage Works..... 1
Sargent & Co..... 41
Schollhorn (Wm.) Co..... 6
Scranton (The) & Co.. 1
Sedgwick Machine Works.....14
Seed, J. H..... 4
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Sweeney (W. H.) Mfg. Co.....11

T

Toler (John) Sons & Co..... 3
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Townsend, C. C. & E. P.....48
Troy Nickel Works.....68
Tuck Mfg. Co.....41
Turner, Vaughn & Taylor Co.....10
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U

Ulrich Mfg. Co..... 1
Underhill, Clinch & Co..... 9
Underhill, Clinch & Co.....46
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Van Wagoner & Williams Hdw. Co.....68
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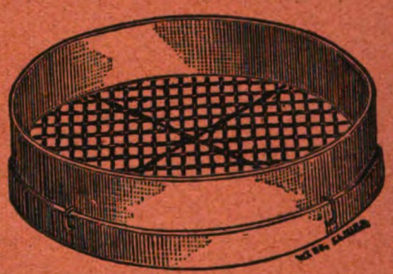
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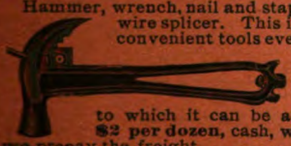
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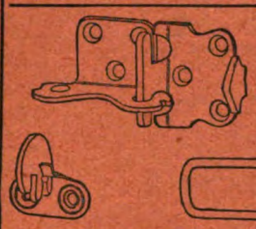
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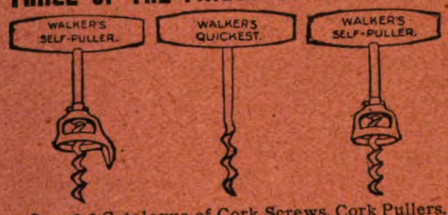
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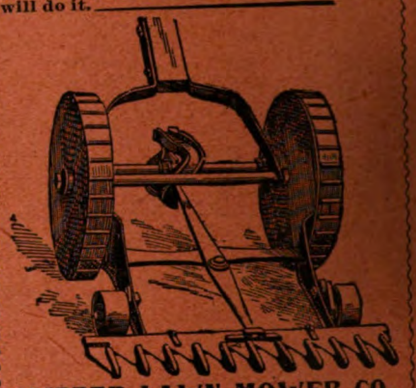
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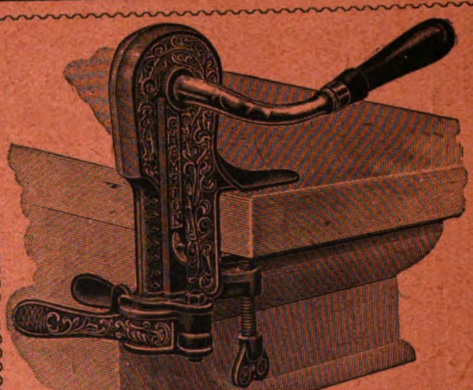
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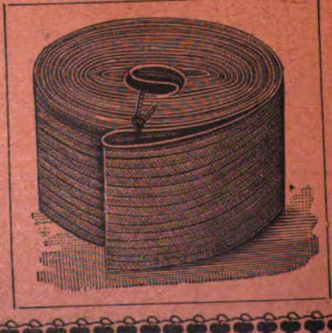
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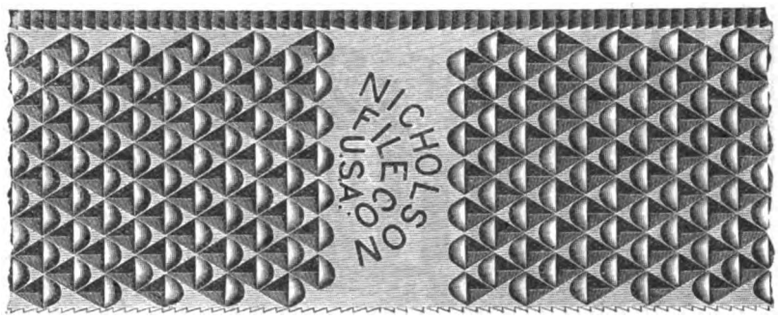
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It is made of the very best of material throughout.

It works to perfection, closing the door quickly and gently.

It is easily taken apart by anyone; no returning to the factory for anything. This saves time and money. The working of the Check will speak for itself

Regular finish, Gold Bronze. No extra price for Silver Bronze or Dead Black when so ordered. Furnished Plated in Brass, Nickel, Copper or Silver, Plain or Oxidized, at a reasonable extra charge. No extra charge for Brackets where needed.

....Manufactured by....

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General Agents,
No. 103 Chambers St.,
NEW YORK.

JOHN TOLER, SONS & CO.,
NEWARK, N. J.,
U. S. A.



Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.
THE ORIGINATORS OF
Hot Forged & Hammer Pointed Nails
IMITATING THE
Old Fashioned Hand Process.
FAC-SIMILE OF AUSABLE BOX AND BRAND.



Genuine Ausable Nails are packed in boxes bearing their FULL NAME and Trade Mark.



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OUR FAMILY CASE OF TOILET PAPER

SHOULD BE IN THE STOCK OF ALL HARDWARE DEALERS

3000 SHEET ROLLS. SATIN FINISH FINEST QUALITY.

A.P.W. PAPER CO ALBANY, N.Y.

RETAILS FOR $1.00 PER CASE.



The reason why we have sold 8,000,000 feet of Track and 800,000 sets of Hangers the last six years is because True Merit has been its own reward.

THE COBURN TROLLEY TRACK MFG. CO., - HOLYOKE, MASS.



The CYCLONE Carries everything before it.

Best Snow and Barn Shovel.



Every one who tries them orders again and again.

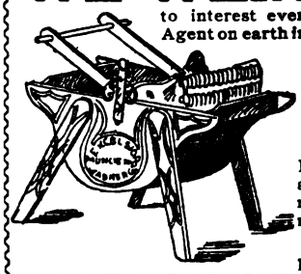
Made in 4 sizes: 8, 9, 10 and 13 in. blade; smaller sizes are for Furnace use.

We make Strap and T Hinges.

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WE WANT...

to interest every **Dealer and Agent on earth in the sale of the**

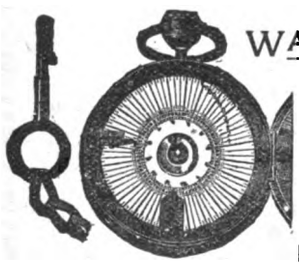


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It is the best and most economic Washer made. .. Send for sample and prices.

EXCELSIOR MFG. CO.,

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HAHN'S LATEST IMPROVED

WATCHMANS' TIME DETECTOR,

WITH SAFETY LOCK ATTACHMENT.

Highest Award at Columbian Exposition.

This Clock is neat, thoroughly reliable and very durable. **Cannot be tampered with.** Price moderate. Is adapted for six or twelve stations, having a different key for each. Registering is done by number from 1 to 6 and 1 to 12, each station having its number. No chance for a fraudulent record here. Old style detectors mark by holes or an impression on dial, the same for all stations. Allowance made for old Detectors. Send for circulars, prices and further particulars.

NANZ & CO., 116 CHAMBERS STREET, NEW YORK.

SEED'S Four-in-Hand Drop Forged Steel COMBINATION TOOL, Nickel Plated

Bicyclist's Pocket Companion.



Hammer, Tack Puller Wrench and Screw Driver.

Price, $1.25 per doz., $12.00 per gross.

JOS. H. SEED, 12 Centre St., New York, U. S. A.

The Most Expensive thing in the World

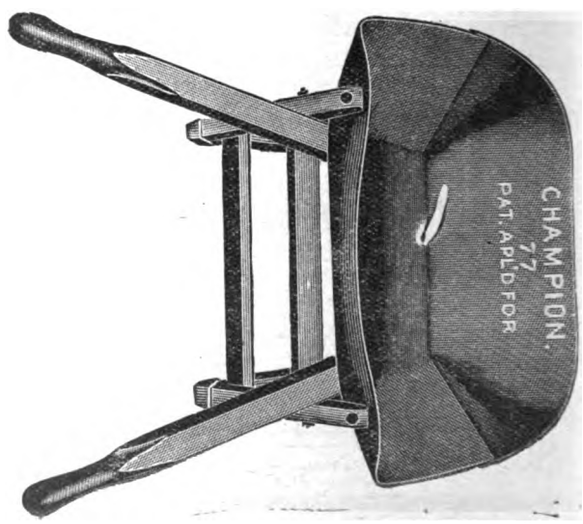
Is running in a Rut. Running in a Rut is trying to sell old antedated stuff to people who want new up-to-date things. New

UP-TO-DATE CHAMPIONS

cost no more; freight the same. It's for you to say whether you will stay in the Rut and dry up. To dry up is to lose your customers to other merchants who do not run in Ruts. To freshen up is to gain new customers by purchasing attractive up-to-date

CHAMPION BARROWS.

The Bryan Mfg. Co., Bryan, Ohio, U. S. A.



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Disston's Superior Files.

The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

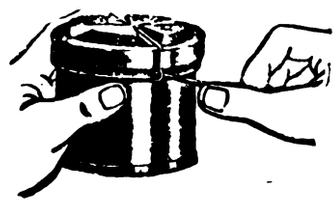
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It Doesn't Burn off.



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Your stock is not complete without it. Write for jobbers' special discount, and send us a sample order.

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ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
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These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

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As light as wood and much stronger. The only Steel Block where the straps extend down below the middle and the pin passes through them, and has edges and middles rounded to protect the rope. When bushed with Ford's Patent Self-Lubricating or Adjustable Five-Roller Bearing Sheaves they lead all others for cheapness and durability. To insure the best blocks always specify STAR BRAND. 1897 Complete Catalogue J now in preparation.

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Sand Papers IN Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

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67 BEEKMAN STREET, NEW YORK.
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ALL SIZES.
ALL PATTERNS.
ALL WARRANTED
SOLD EVERYWHERE.



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Vergennes, Vermont.

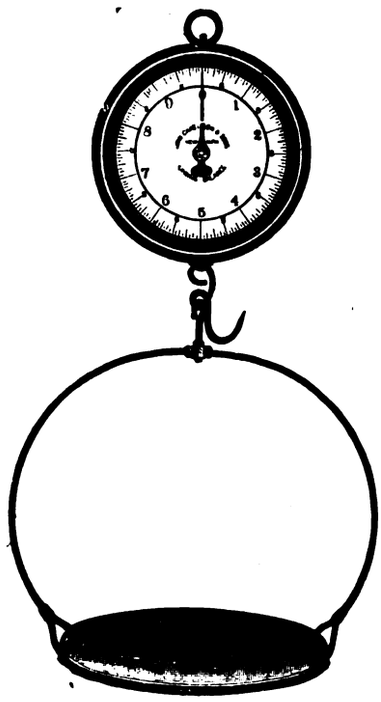
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CHATILLON SPRING SCALES.

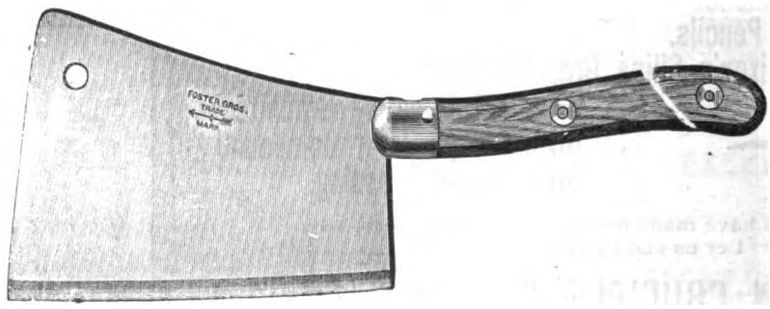
For more than **sixty years** we have carried on the business of making **Spring Scales,** and have made it OUR SPECIALTY.

All our Scales are warranted to weigh accurately and to be perfect in workmanship.



Our experience in the business, together with our unequaled facilities for manufacturing, enables us to produce a superior article, and thus to maintain the well-known reputation of **Chatillon's Spring Scales** as above that of other makes.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, &c.



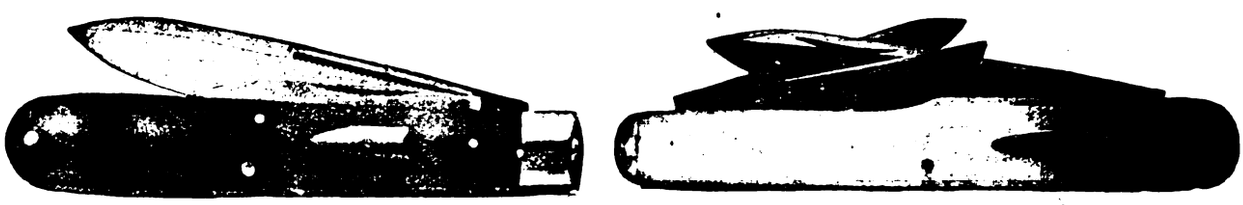
These Tools are recognized in the Markets, Packing Houses and Abbatoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

PHOENIX KNIFE CO.'S POCKET KNIVES.



Finest quality American Pocket Cutlery in large variety—Knives that are good sellers and will give satisfaction to the user.

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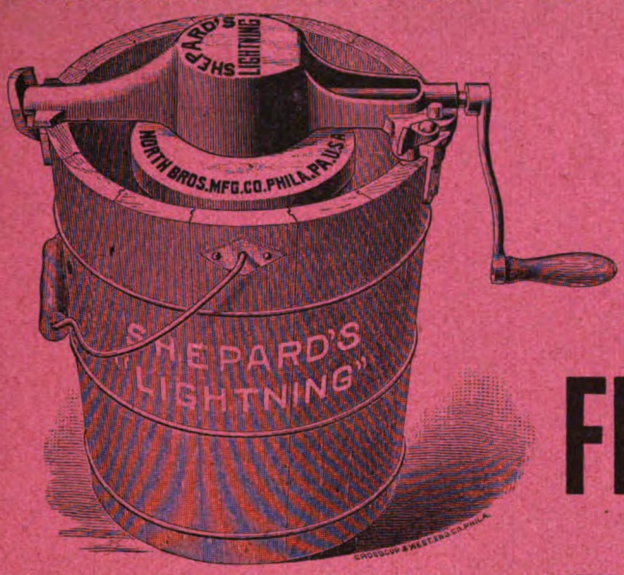
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85 to 93 Cliff St. and 12 Jacob St., - - NEW YORK CITY.

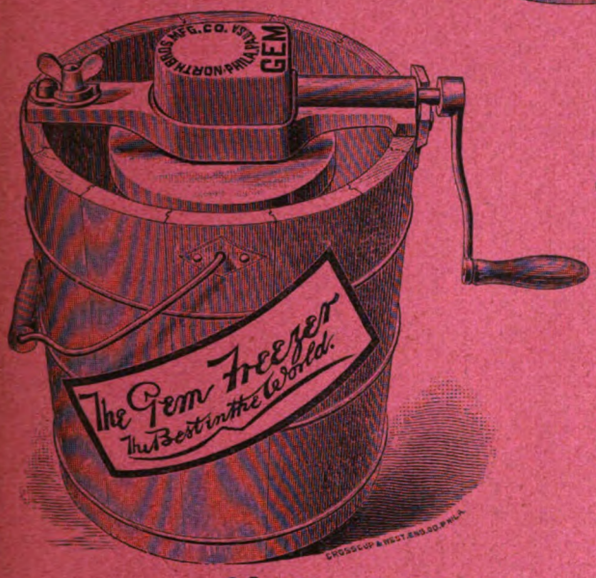
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Easy running.
Quick freezing.
Economy.
Convenience.
Practical results.

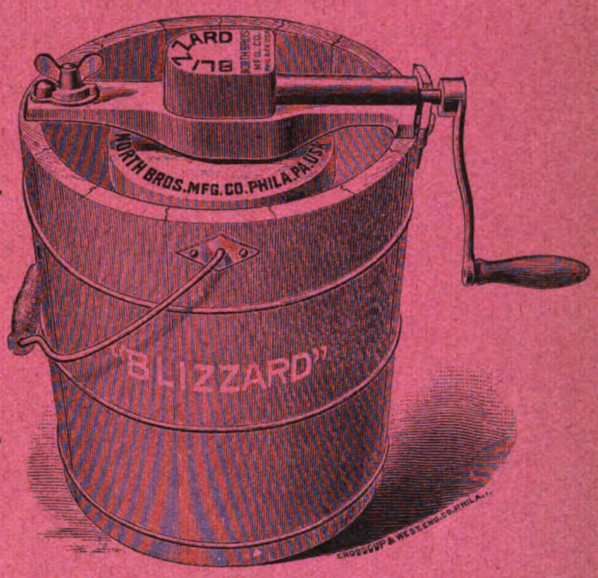
They are . . .
Well advertised.
In demand.
Easily sold.
Satisfactory in use.
Of known reputation.



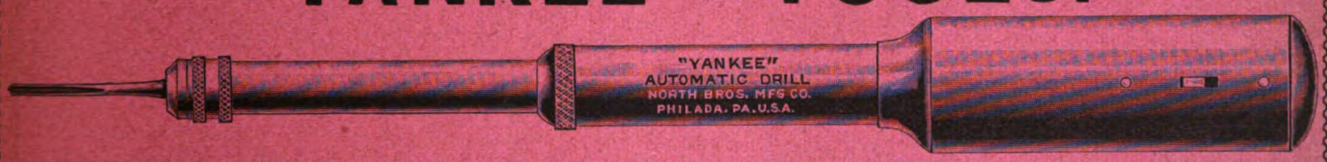
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Our '99 "Freezer Book" Tells all About Them. Sent Free.



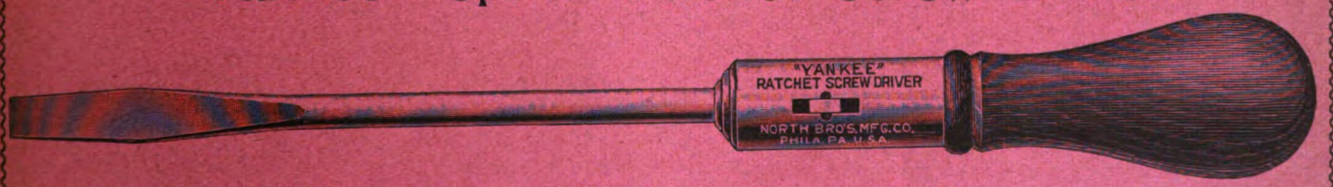
"YANKEE" TOOLS.



"Yankee" Automatic Drill.



"Yankee" Spiral-Ratchet Screw Driver.



"Yankee" Ratchet Screw Driver.

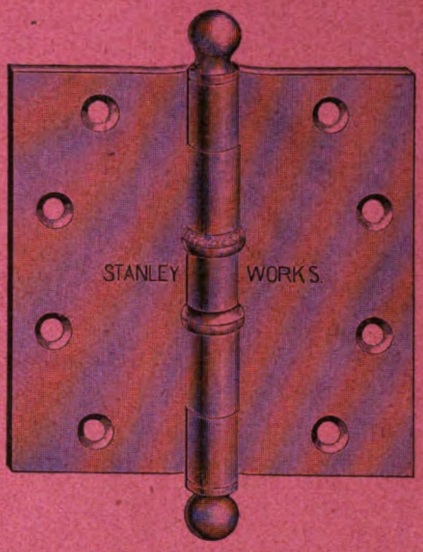
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STANLEY'S
BALL-BEARING
STEEL BUTTS.

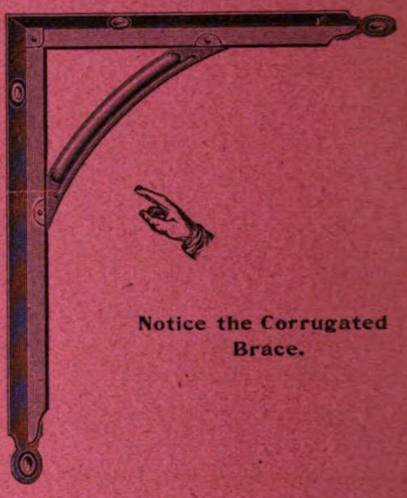


Never wear down.
Never creak.
Never need oiling.



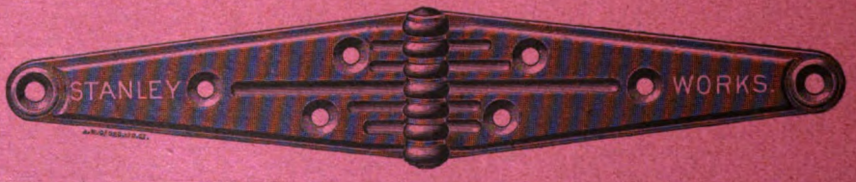
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ORNAMENTED STEEL BUTTS.
Artistic! Beautifully finished!

Sold
by
Hardware
Dealers
the
World
Over.



Notice the Corrugated Brace.

STANLEY'S
STEEL SHELF BRACKETS.
Light! Graceful! Very strong!



STANLEY'S CORRUGATED STEEL STRAP AND T HINGES.

SOLE MAKERS OF ALL THE ABOVE.

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BUSINESS IS BETTER AND THERE WILL BE
A LARGER DEMAND THAN EVER FOR OUR

Sheep Skin Mitten.



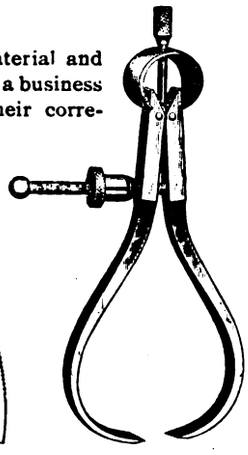
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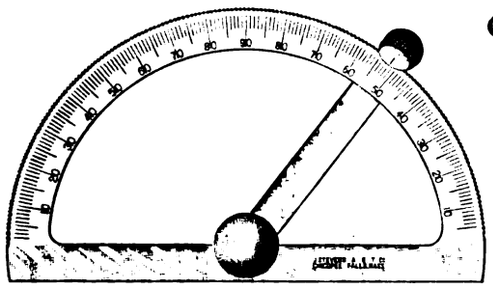
Diamond Hardware Co.,

624 Atlantic Ave., Boston, Mass.

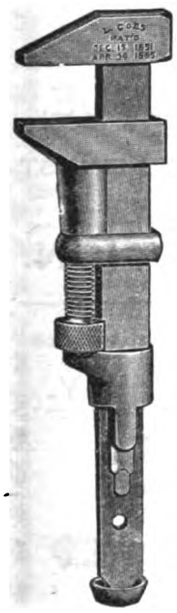
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Are of the highest quality as regards material and workmanship. We are prepared to make a business proposition to the trade and solicit their correspondence. . . . .





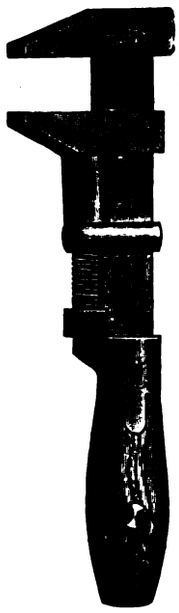
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L. COES'

Genuine Improved
KNIFE HANDLE
PATENT

Screw Wrenches.



MANUFACTURED BY

COES WRENCH CO.,

WORCESTER, MASS.

Established in 1839. Registered April 9, 1895. Patented Dec. 15, 1891. Patented April 30, 1895.

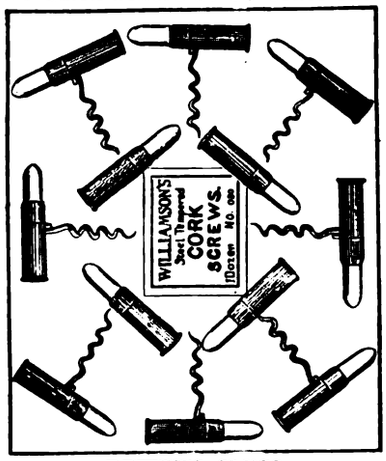
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☞ traight Bar Extra Long Nut for Screw in Jaw. ☜

The BEST MADE and STRONGEST WRENCH in the MARKET.

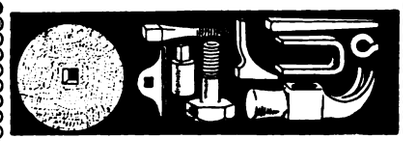
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JOHN H. GRAHAM & CO. } New York Agents.

WILLIAMSON'S
PATENTED
Cartridge Cork Screws
No. 080.
Are Quick Sellers at 25 cents each.



DEWEY'S SLUGS.
Neat and Compact for the Pocket.
Order through your Jobber, or we will mail a sample card upon receipt of $2.00.

WILLIAMSON COMPANY, Newark, N.J.



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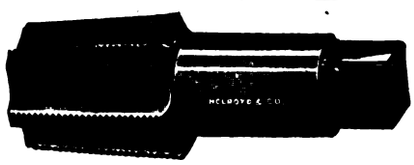
Suitable for all kinds of grinding....

MOUNTED and UNMOUNTED STONE.

Best Grit.
Prompt Shipments.

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Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of STOCKS & DIES, TAPS, etc.



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Waterford, N. Y.

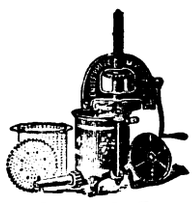
HORSESHOE-H-STUDS (Neuss' Patent)



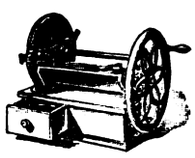
Always Sharp! No Slipping of the Horse!
No injuries as caused by other Studs!
Great Saving of Horses and Horseshoes!
Price List, with Testimonials, Post Free.
Patentees and Sole Manufacturers.

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Meat Juice Extractor

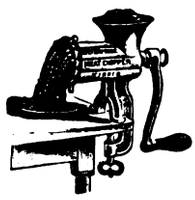

Rotary Smoked Beef Shaver

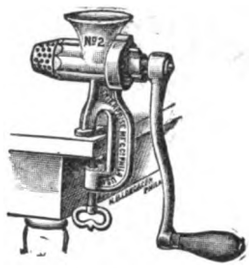

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Meat and Food
Choppers

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28 sizes and styles, $1.50 to $275.00


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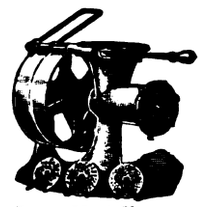

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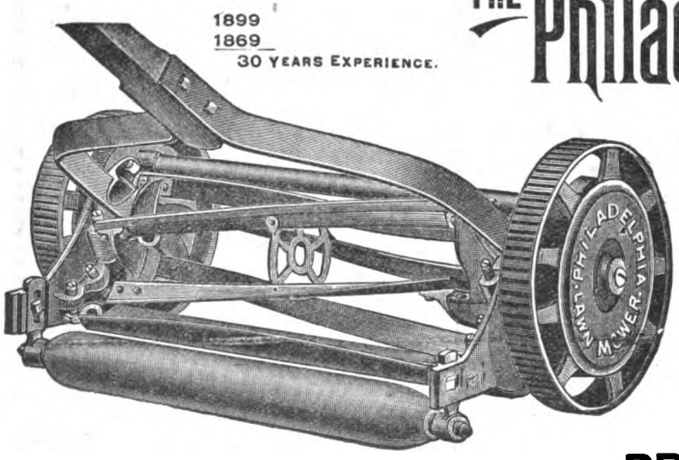
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Power Meat Chopper


New "Rapid" Coffee and Spice Mill



Self-Priming and Measuring Pump



1899
1869
30 YEARS EXPERIENCE.

THE Philadelphia Lawn Mower Co.

SUCCESSORS TO GRAHAM, PASSMORE & CO.

3107 & 3109 CHESTNUT STREET,
PHILADELPHIA, PA.

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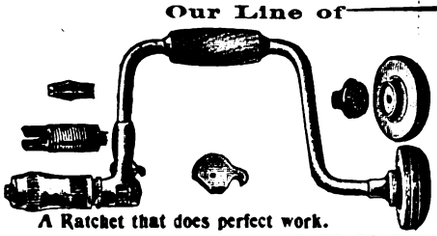
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BRACES AND CLEAVERS


A Ratchet that does perfect work.

Is Most Complete,
Quality the Highest.

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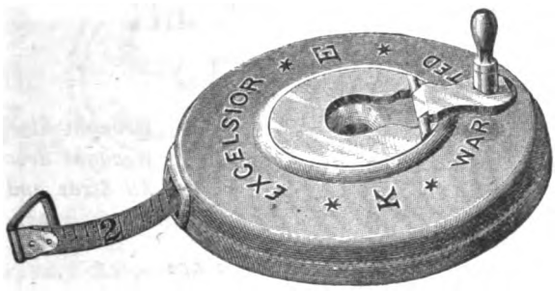
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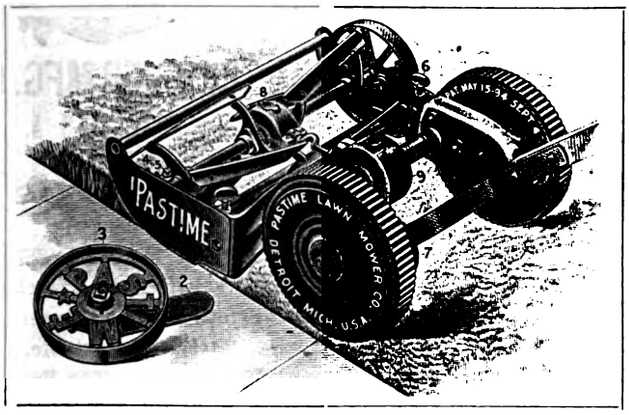
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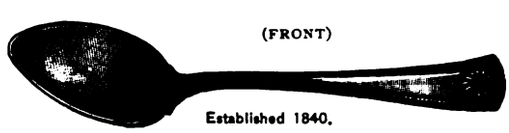
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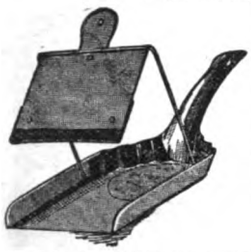
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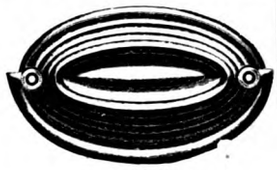


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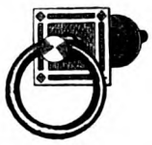
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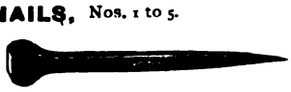

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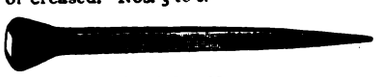

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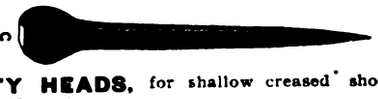
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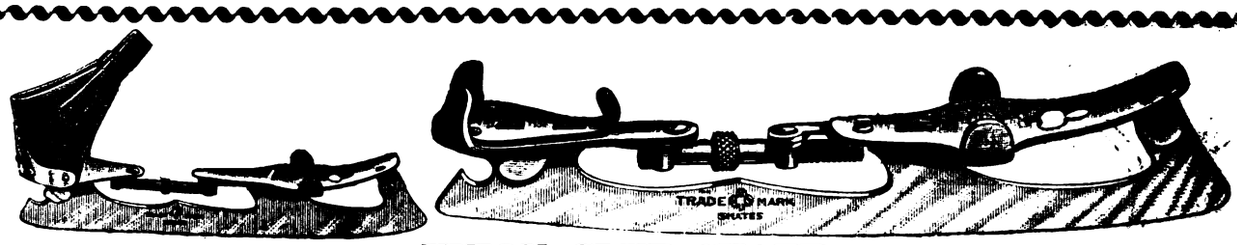
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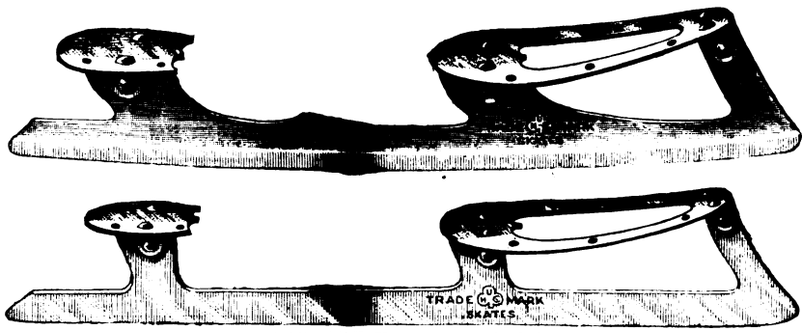
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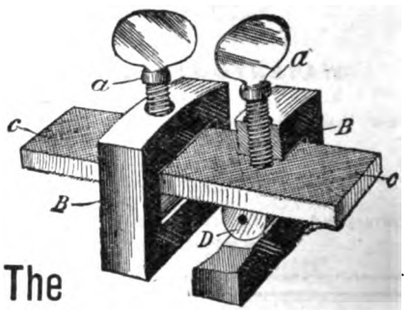
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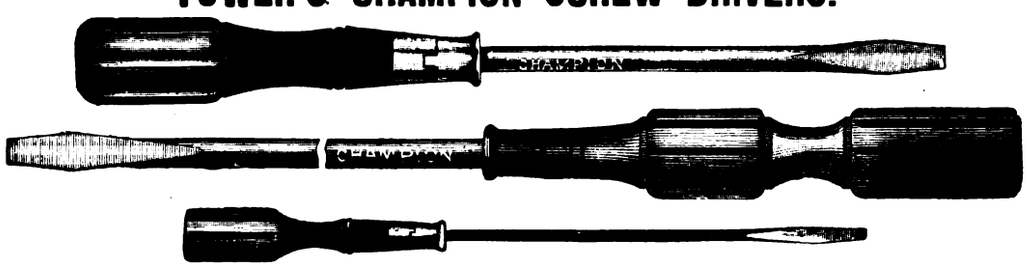
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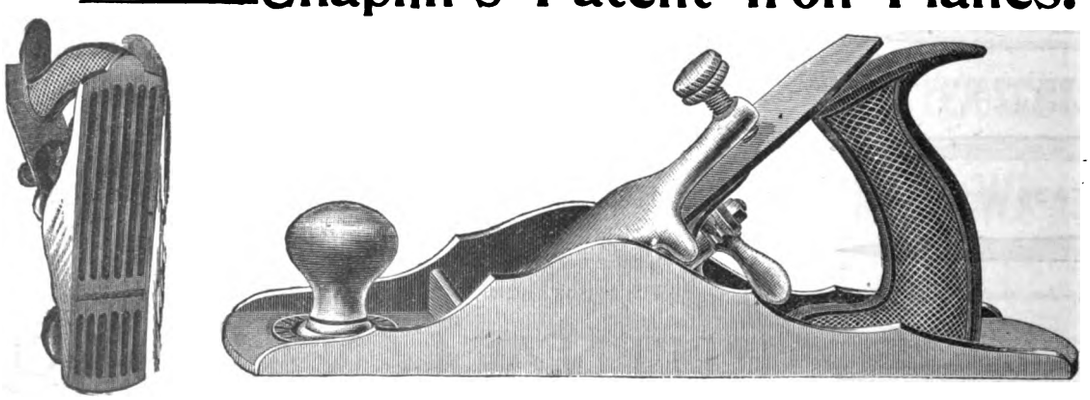
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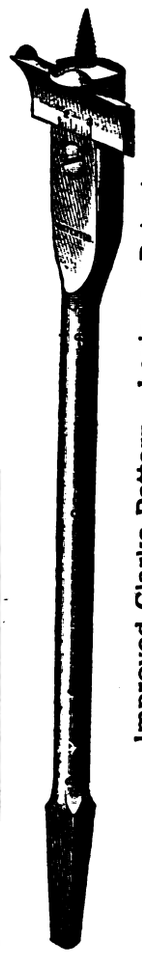
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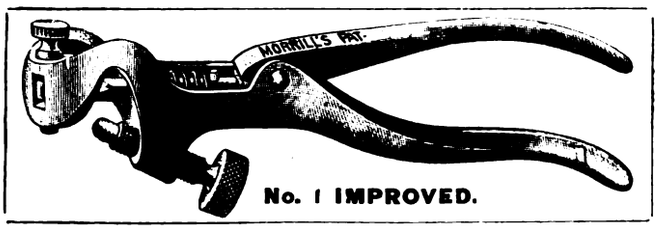
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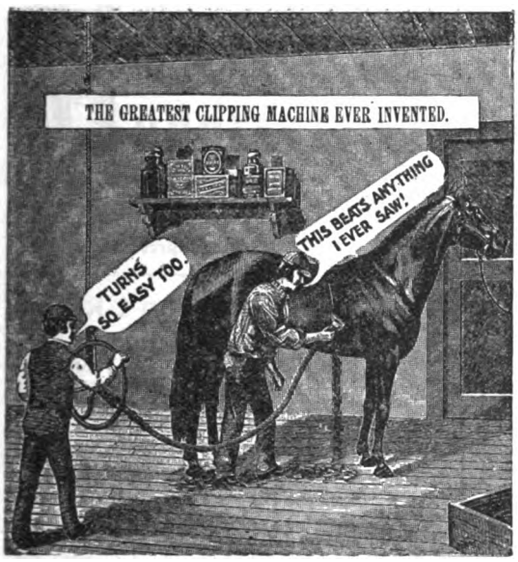
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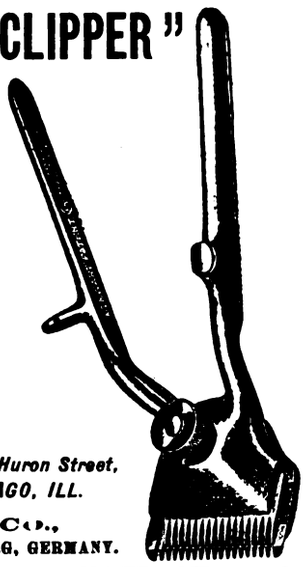
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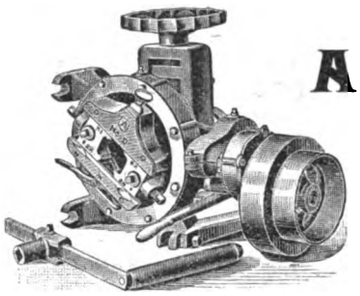
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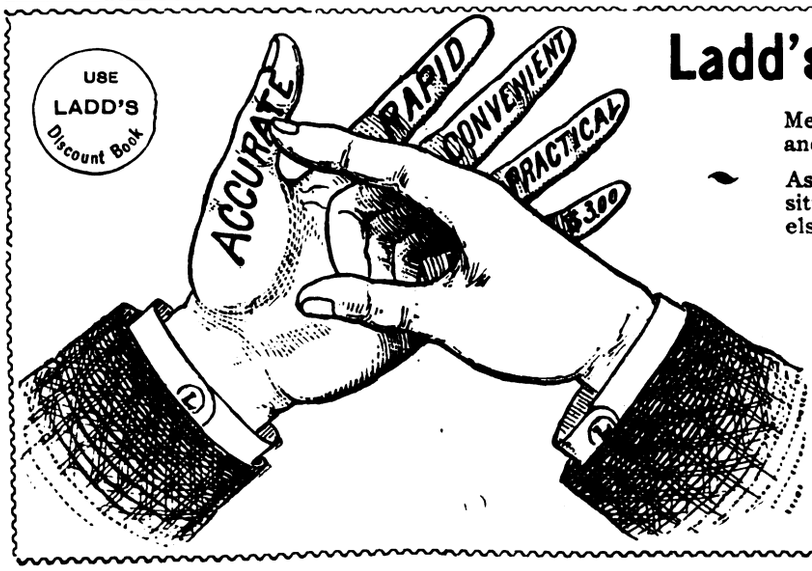
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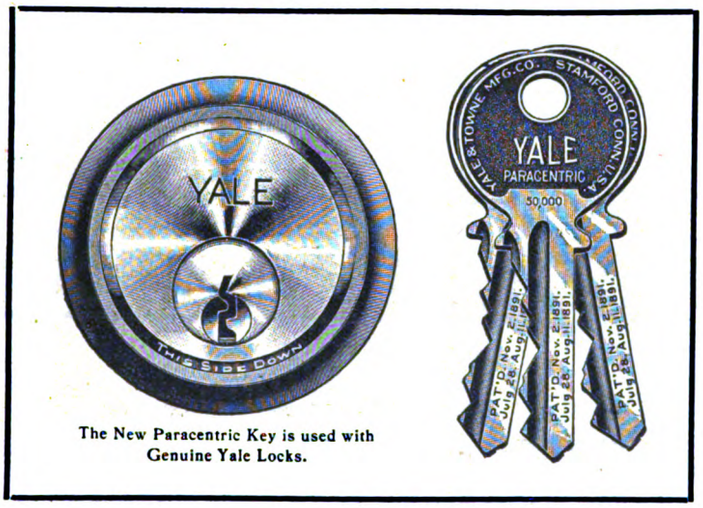
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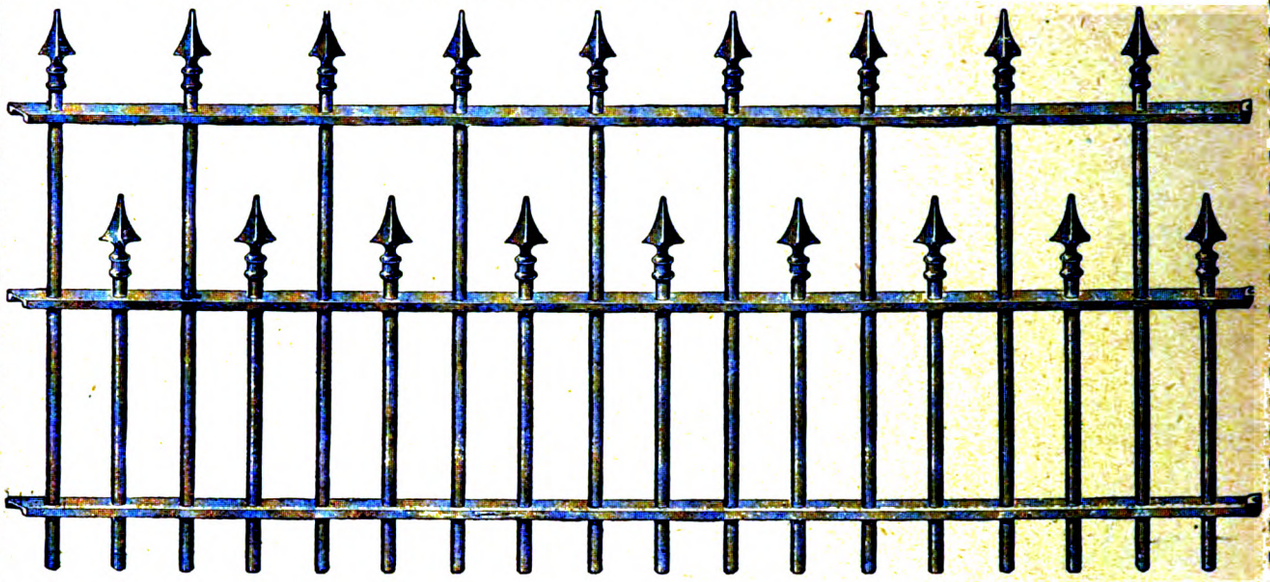
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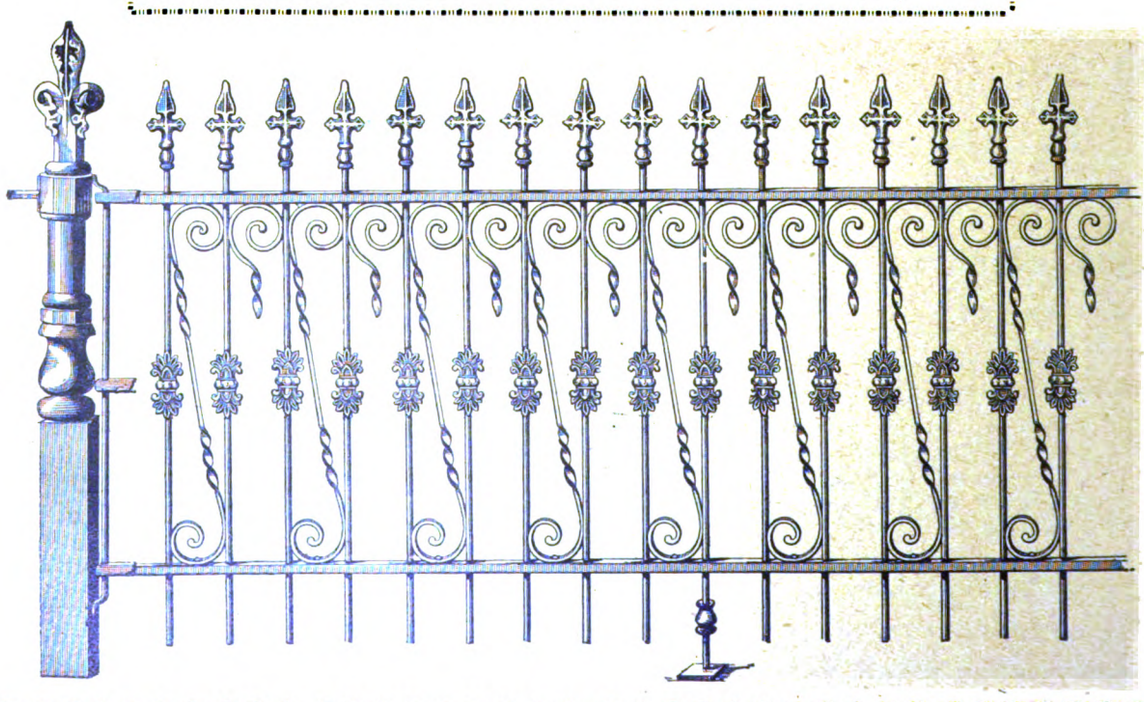
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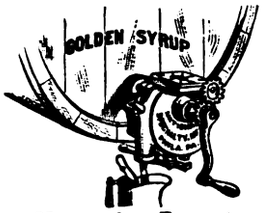
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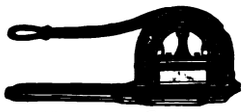
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Patented Oct. 24, 1893.

CHAMPION MODEL.

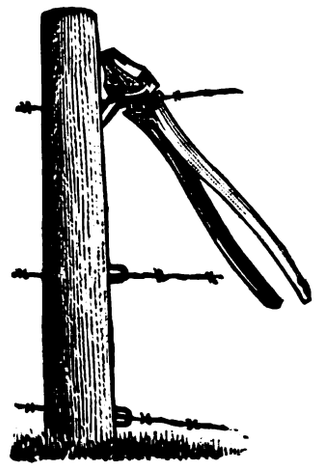


This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, $30.00; Full Nickel, $42.00.

——Write for Discounts to Trade.——

WM. C. SMITH & CO., Mfgs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

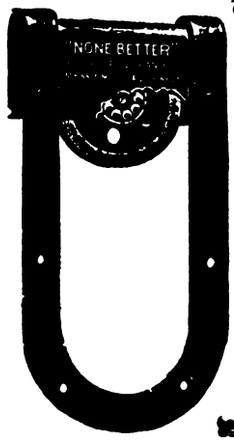
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Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

CRONK HANGER CO., - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

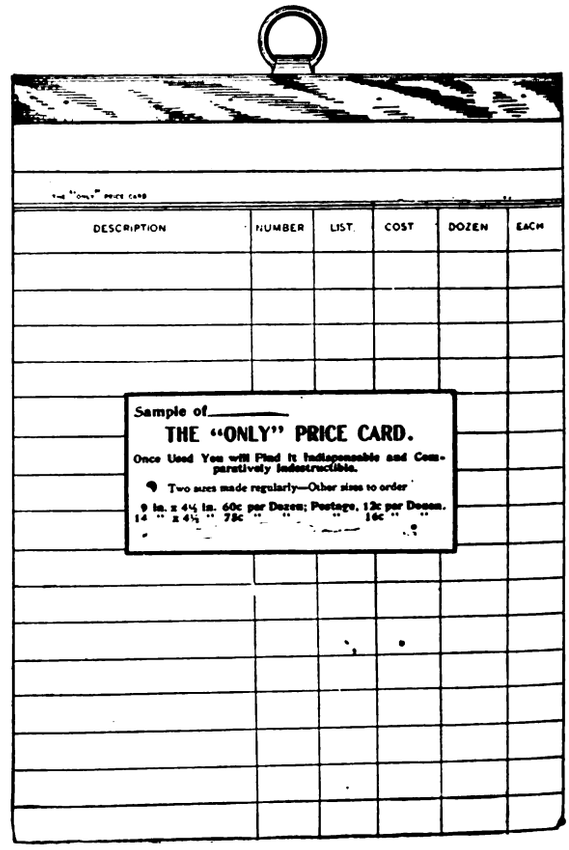
THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.

Do You Use Price Cards?



The "Only" Price Card is not only convenient in size and arrangement, but is made from material that will stand hard use. The top is metal bound and has an adjustable ring with which to hang it. The pri s extremely low for the quality. . . . . .

9 in. x 4½ in. 60c. per dozen, postage 12c.
14 in. x 4½ in. 75c. per dozen, postage 16c.

On orders over 6 dozen a *discount of 25 per cent.* from list will be made. . . . . .
On orders for 50 dozen or over a *discount of 25 and 5 per cent.* will be made. Terms: 30 days net, or 2 per cent. cash, 10 days. . . . . .

HARDWARE PUBLISHING CO., No. 143 CHAMBERS STREET, NEW YORK CITY.

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CATALOGUE FREE



GET OUR REDUCED PRICES



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HAY CARRIERS, FORKS, PULLEYS &C.



F. E. MYERS & BRO.
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BRIDGES BERLIN BUILDINGS

OUR CATALOGUE

OF THREE HUNDRED PAGES ILLUSTRATING AND DESCRIBING A LARGE NUMBER OF

BRIDGES
BUILDINGS
AND ROOFS

Designed and Built by us

Is now ready and will be sent on application.

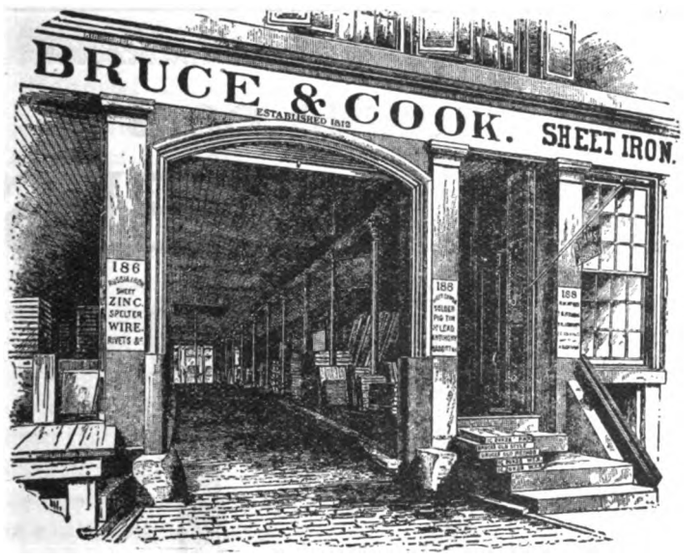
THE BERLIN IRON BRIDGE CO.
EAST BERLIN, CONN.

BRUCE & COOK,

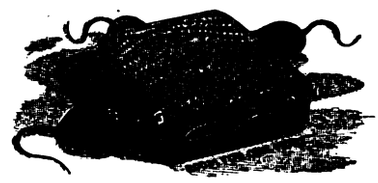
TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
242 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.
Babbit Metal.
Boiler Rods.
Burritt's D'ble Seamer.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Shoes.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
Wire--Annealed.
Wire--Bright.
Wire--Coppered.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.



Pat. March 8, '98. Other pats. applied for.

STRONG. SIMPLE. BEST MOUSETRAP.
EASY TO BAIT. SELF-SETTING.
..Good Profit for Jobber...
JOHN M. MAST,
Patentee and Mfr., LANCASTER, PA.
C. B. CORWIN, Sole Export Agent,
15-25 WHITEHALL ST., NEW YORK.

A

PROFITABLE MEDIUM

TO

ADVERTISERS.

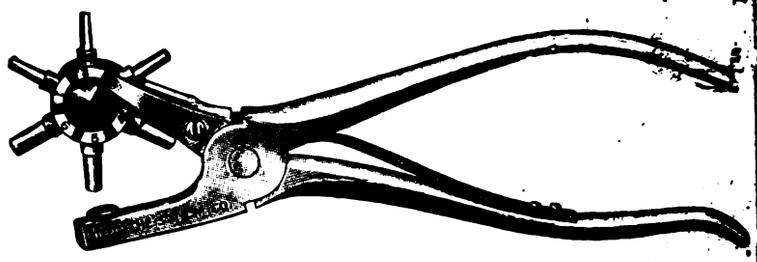
Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of



Cycle Wrenches, Belt Punches, Padlocks, Toe Clips, Coasters.



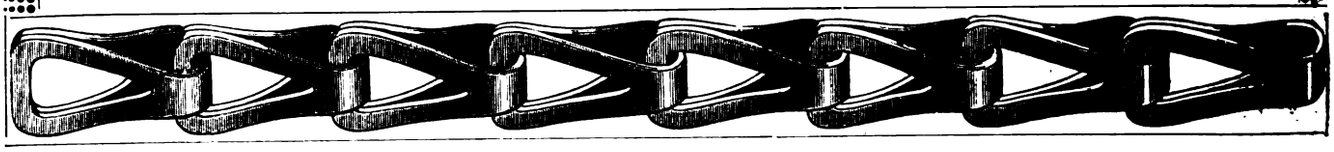
Sash Chains,

in "Giant Metal," Red Metal and Steel.



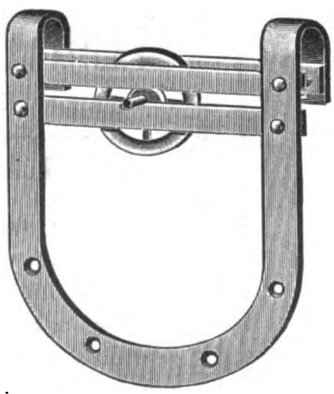
Closet Pulls and Plumbers' Supplies.

NEW YORK AGENT:
J. J. HALPIN, - - 62 Reade St.
PHILADELPHIA AGENT:
W. E. TRULL, - - 13 N. Sixth St

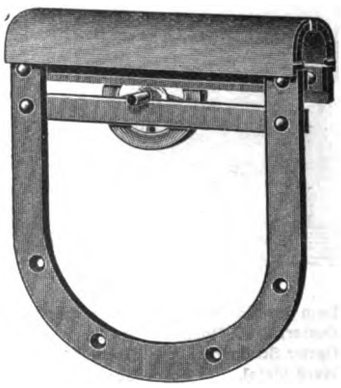


McKINNEY MANUFACTURING CO.'S

STEEL DOOR HANGERS.



No. 5½ FOR 5 FT. RUN
No. 10½ FOR 10 FT RUN.



No. 5 FOR 5 FT RUN.
No. 10 FOR 10 FT. RUN.

These are STRONG, NEAT and EASY RUNNING, and can be used on any STANDARD Track.

PRICES AND TERMS ON APPLICATION.

JOHN H. GRAHAM & CO., SELLING AGENTS, 113 Chambers St., N. Y.

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HARDWARE

VOL. XVIII. JANUARY 10, 1899. NO. 7.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

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L. E. MITCHELL, - - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.

EASTERN MANAGER:
FRED A. CATON, - - 31 Milk St, Boston.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Fred A. Caton, who has successfully filled the position of assistant manager for *Hardware*, with headquarters in New York, will, during the coming year, fill that of Eastern representative, with his office at No. 31 Milk Street Boston, Mass. Mr. Caton will make it his special business to see that New England is thoroughly represented in the columns of *Hardware*, and will devote to the Hardware interests of that section his best thought and entire attention. He is cordially commended to our Eastern friends as a courteous, energetic and reliable gentleman.

Editorial Trade Review.

The year opens with no seriously enhanced quotations to check the desire to give regular stock orders in greater volume than has been the case for years. There is a natural fear that all these various consolidations of capital, combinations of business plants under one controlling head, and other forms of what are considered as trust conditions, after business is firmly established on the new basis of economical manufacturing, and running in the easy grooves possible with such new methods, will become possessed of the commercial ambition that a little larger rate of profit can become established, without stimulating a corresponding outside competition. It is thought the prices in 1899 will have a stiffness, a rigidity of confidence that have been absent from similar commercial transactions for a long time, until very recently.

There are also natural advances to be apprehended from the rising quotations on the metals other than iron and steel, forming the base of so many goods used coming under the head of Hardware. Copper, Spelter, Lead, Tin, Antimony and Nickel come under this head as affecting Brass and Bronze goods, with their various alloys. This is not surprising when it is stated that, compared with prices ruling a twelvemonth since, Copper is now 20 per cent. higher in price, Spelter and Antimony 25 per cent., and Tin over 40 per cent.

The increasing prosperity which seems plainly to be the portion designed by fate for our enterprising merchants and progressive manufacturers, can only be made possible by preparing to share in the distribution of good things, especially by being able to fill orders when received without unreasonable delay, and thus complete the sale, with what profit there may be in it conserved by the firm to whom it may be originally sent. There is a strong belief prevalent that the demand for goods in general, after having once become established, will be found continuous and productive throughout the year, preventing any large over stocks either in the hands of the dealer or the manufacturer. The disposition to create a boom either by abnormal purchases with speculative tendencies, is nowhere noticeable. Regular and legitimate wants for specified conditions of trade alone are catered for, and stock accumulations are only encouraged based on the volume of business already ascertained, allowing for a normal increase from more prosperous conditions.

There is scarcely a wholesale house in the country but will prepare for the business already developing for the coming season, with a feeling of greater confidence in possible success, than has been the feeling for some time. They will be devoid of the fear previously so characteristic, that under existing conditions it is impossible to predict character or volume of current sales. Let us hope nothing will interrupt the certainty of a permanent prosperity, which was inaugurated in 1898 and will be the prevailing principle underlying the progressive business filling out the five years that follow.

The spirit of hopefulness as to the future prosperity of the industry, is all pervading, and inspires every buyer with the feeling that it will be plain sailing during the season as far as the shoals and quicksands of lower quotations are concerned, for they are more apt to run up against the icebergs of advances and inability to furnish stock promptly. The situation is regarded by the trade as a very satisfactory one, and unless "the unexpected" hoodoos the pleasing prospect with new problems of uncertainty, we shall have a traffic this year that will encourage the pessimist and justify the sanguine views of his optimistic brother, who will be more apt to garner the golden grain.

Bearing the Palm.

We find the year 1898 closing under such improved conditions, that most of the nations of the commercial world are cognizant of the amply demonstrated fact that iron and steel can be produced in the United States more cheaply and of more uniform quality than in any other country on the globe. When the whole world becomes fully impressed with this important knowledge, the increased prestige arising from our ability, will bear continuously the fruit of prosperity for many years to come.

The annually increasing uses for which iron and steel products are made necessary, create manifold wants, and extend over a wide field of usefulness,

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certainly double the requirements of a decade ago. As the supplies of ores and the fuel required for their proper treatment annually decreases abroad, or become more and more difficult to obtain, with each recurring year, in our own country new mines and metal deposits come to the front at short intervals of time, each new discovery creating an almost exhaustless deposit of mineral wealth which seemingly defies anything like foreign competition.

In every department of industry we are setting a pace that startles the old world from its conventional propriety. Even in the handling of the munificent productiveness of our mineral wealth as it comes from the bowels of the earth, we are the admiration of the world, especially in the labor-saving economies of handling phenomenal outputs, by which hundreds of tons are munipulated from one point to another by the aid of mechanical appliances, with the same total expense as single tons by the hand-labor methods prevailing not so long ago, that have passed away forever.

Conditions like these show a detail of progressiveness which becomes a barometer whereby we gauge the prosperity of the future, and are most opportune and gratifying, for they are in sympathy with and affect with unerring certainty every analogous business with which iron and steel products bear close relation. They materially assist in giving promise of an augmented development in all such lines that is as sure to follow, "even as the day follows the night."

Now is the Accepted Time.

At this time of the year the aggregated industries of the country, through advertising, find special opportunities for exploiting the advantages of their respective products. Advertising appeals more strongly to those having something to say, or meritorious goods to push the introduction of, for without its aid, which distributes the sunshine of intelligence regarding such products throughout the trade centres of the world, any other method seems like trying to reach the eye of the public through a London fog by aid of a lantern, with a very limited area of enlightenment.

When such an awakening of trade development presents itself, as is now apparent, it behooves the old-fashioned concern whose exploiting energies have been long dormant for fear of spending a few dollars, to get in the swim for the purpose of letting the Hardware dealer know he is still alive and prepared to hustle.

Even on a fishing excursion when the fish are plentiful, hundreds of lines are overboard in double-quick time, and the advertising lines, at a time like the present, command the attention of those interested, if carefully baited and properly placed.

When a manufacturer has a factory producing goods, for the sale of which the Hardware dealer is the choicest medium, he should certainly incline his views to the selection of a well-known trade journal distributed to his customers; that this is a self-evident fact, the columns of *Hardware* in the present issue present irrefutable evidence.

The land in Cuba is not suited to cereals, and flour mills are unknown; $2,821,557 worth of wheat flour and $582,050 worth of corn were imported from the United States in 1893.—*Exchange.*

Quality and Value in Retail Trade.

The demand for low priced merchandise, East, West, North and South, has been especially intensified during the last few years of business depression. Price has been made the keynote of all transactions between buyer and seller. The shelves of the retail merchant have been filled with trashy merchandise, which has given little real service and still less satisfaction to the consumer. The excuse for this has been that the supply offered was selected in view of the actual demand. This was probably true. At the present time, however, it must be admitted that there is a vast improvement in the financial condition of the mass of the people of the land. With this improvement there has already come, in some sections, a marked change in the character of the demand.

A larger percentage of the better grades in all classes of merchandise is being called for by the consumer. Therefore, it behooves every retailer to give to the selection of his stock most careful consideration. It is to his interest to adjust his purchases in accordance with the changed condition. He can, with very little effort, and without enlarging the number of transactions, considerably increase the volume of his sales by presenting to the trade articles in which quality rather than price is shown to be the chief merit, and by advocating the purchase of such goods by reason of the advantages to the consumer which follow. The opportunity for pursuing this plan is presented in nearly all lines of merchandise. It is particularly available in every kind of wearing apparel for both sexes. A difference of 10 per cent., and in some instances as much as 20 per cent., can readily be borne, the result affording a special satisfaction to the buyer.

It is well worth while for the merchant to study the temper of the times. With the turn of the tide that has set in, all should endeavor to reach the high water mark of success and improvement in the quality and price of merchandise sold, which will result in a corresponding increase in gross sales with no greater cost of doing business.

CHARLES BIGGS.

Barber & Ross, corner of Eleventh and G streets, N.W., Washington, D. C., announce that in consequence of a disastrous fire on the night of the 29th of December, their stock of Hardware, mantels and gas fixtures was entirely destroyed. They say: "We intend buying an entire new stock and resuming business at the earliest practicable moment. The building occupied by us was materially damaged by fire, and it is not thought that the same can be placed in condition for occupancy much before February 1st. Pending occupation of our old store we have leased temporary offices, and may from time to time send you orders to cover special sales, for which if we do, we solicit your earliest and best attention. Please mail us your complete catalogue and discount sheet."

Browne & Mansfield, Manufacturers' Agents, No. 245 Broadway, New York, are on the lookout for special and job lots of merchandise, which about this season of the year are apt to loom up in the manufacturer's stocks, and he is usually in a frame of mind to let some one else have the disposal of the same at a nominal price. Browne & Mansfield are looking for just such chances, and any of our patrons having a lot of specialties they are willing to make "job lots" of, will find them ready for a deal that may be mutually advantageous.

The Berlin Iron Bridge Co., East Berlin, Conn., are furnishing for the Laflin & Rand Powder Co., Pompton, N. J., the steel roof for one of their storehouses. The building is 45 feet wide and 150 feet long. The roof trusses are of steel, and the roof trusses are corrugated iron supported on steel purlins.

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THE SALESMEN'S DEPARTMENT---V.

THE ORDERS.

The foundation upon which the manager builds his structure and establishes the department is the Orders. Upon the orders depends the success, the very life, of both the jobber and the manufacturer. The orders must pass through the salesmen's department. It is not necessary that the manager see them before they are filled, billed and charged, unless the scope of the department includes the oversight of the filling of the orders, but from them he draws his inspiration and the House its income, and they must shortly come to his hands.

In houses where all orders, passed by the credit department before noon of the day they are received, are shipped the same day, the fewer hands they pass through before being shipped the better. In most houses the preceding day's billings are placed on the ledger by noon of the next day, which is soon enough for them to be placed at the disposal of this department. They should then be given to the cheapest person in the department, who can do the work properly, and a list of all items scratched or not filled complete, should be made in duplicate or triplicate and sent to the buyers of the different departments for their inspection and as a check against the forgetfulness of floor managers and ignorance of order clerks. These lists should be returned to the salesmen's department as soon as possible, with notations attached to each item stating whether ordered in transit, due to arrive, in stock or don't carry. Now the day's sales are ready for the manager's inspection.

If any items, not completely filled, are of enough moment, the salesman should be advised of same so he will be able to anticipate any criticism his customer is liable to register at the time of his next call; also that he may endeavor to include it again, if the mail order department has not already secured a shipment from him in which this item was included.

The manager in scanning the orders is not expected to scrutinize each item, but is expected to glance over them that he may form an estimate of the day's business and may know who of the salesmen have been heard from and who have failed to show tangible results of their efforts. By seeing all orders billed by the house, the manager gets ideas and secures information of value, among which might be mentioned the noticing of a good sized mail order from a customer on whom the salesman was expected to call the preceding week, or to whom he sold but a few items.

While all jobbers pride themselves on their mail order business, they must remember that in a well regulated business, the salesmen, if they be salesmen in the true sense of the word, secure when they call enough more profitable goods, as well as all of the customer's wants, to render the result of their efforts quite as valuable to the jobber as are the mail orders. Where this condition of affairs does not exist, something is lacking and is badly needed, i. e. an up to date Salesmen's Department.

If the jobber and manufacturer employ salesmen to increase their business, they should, by all means, give them all the assistance and encouragement they possibly can, and take all the work which can be done by low priced help in the house off the salesmen's minds and shoulders that they may study these things and have time to grow along these lines.

All orders when they reach the manager should be so arranged that the mail orders from a salesman's territory appear with his orders, the miscellaneous mail orders preceding or following. This is easily done where ledgers are arranged as they should be, i. e., by territories. The profit clerks to whom the orders go from the manager will scrutinize each item during their labors and, when through with each day's business, will call the manager's attention to all errors in billing, also in pricing whether done in the house or by the salesman. In this and other ways this department acts as a check on everybody through whose hands the orders have passed.

That all benefits possible may be gained, the profits on all orders should be figured whether city, mail or salesmen's orders. In the majority of establishments and even factories, the amount saved by this will pay for the time spent, twice over.

The manager's attention as he looks over the orders should be attracted by the following matters: Such items scratched as have already been referred to; the sale of unusual quantities of any line of goods; if a salesman has succeeded in selling a larger order than usual to a customer; if a salesman failed to sell a regular customer, or only sold him a very small order; if a salesman has disobeyed positive instructions regarding prices; if one salesman is not getting as much for an articie as his neighbor in an adjacent territory.

At such points he will place slips, and when he has gone through the day's business he can refer to them and in a few minutes dictate "Salesmen's Department letters" giving the salesman information of value, complimenting him upon clever deeds or asking him for a short explanation regarding such matters as he deems advisable.

Formerly, St. Joseph, Mo.; CHARLES W. EMERY.
Now of the Van Camp Hardware & Iron Co., Indianapolis, Ind.

[Any jobber or salesman who is particularly interested in these articles who is not receiving "Advance Copy," should write the author to this effect.—*Editor Hardware*]

Stewart Iron Works.

The Stewart Iron Works, Third and Culvert Streets, Cincinnati, Ohio, who are everywhere known as extensive manufacturers of iron fencing, iron and steel jail work, and various forms of architectural and structural iron work, inform a representative of *Hardware* that their business is rapidly increasing, and that they have, in consequence, been compelled to make many improvements in the way of machinery. In addition to their enormous fence and architectural iron work trade, they expect to also do an immense business in constructing jails, and are satisfied, that with their locking device and other patents, they will more than hold their own. Some suggestions that will be of interest to Hardware dealers, will be found in their attractive card on page 18 of this issue.

The 1899 catalogue of the Wire Goods Co, Worcester, Mass., is at hand, and shows a large and attractive line of general wire Hardware, bright wire and house-furnishing goods. The book is of a size convenient for office use, is bound in boards and contains 166 pages. These are filled with so many descriptions and illustrations, that the publishers of the catalogue are justified in speaking of them as "novelties and an endless variety of specialties in wire." A half-dozen pages of index are required for their enumeration.

HARDWARE'S "Prices Current" are reliable.

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Interesting Work on Files.

We are permitted to make the following extracts from the forthcoming publication now in course of preparation by the Arcade File Works, Anderson, Ind., and No. 97 Chambers Street, New York. It is written by Prof W. H. Vandevoort, the expert on technical mechanics, and under the name of "Practical Talks on File Work," will soon be issued in book form, to be distributed gratuitously among file users and dealers, who have requested a copy from the above company.

ARTICLE III.

Ordinarily the surface of the work on which the file is to be used should be held at the height of the work-



FIG. 7.

man's elbow, thus allowing the direction of motion of his forearm to be in a line parallel with the plane of the work surface. This position of the work allows the workman's arm to swing freely at the shoulder with the least possible amount of motion at the wrist and elbow. If the work surface is broad it should be held somewhat lower than the elbow, thus enabling the workman to more easily reach over the entire surface. If, on the other hand, the work is of a fine nature, depending largely on the eye and a delicate touch, it should be held much higher. For work of this character ths file is usually held in one hand and the high position of the work prevents the fatigue incident to a bent position over fine work.

For heavy cross-filing, which requires a considerable amount of pressure on the file, the workman should stand slightly back from the work with one foot considerably in advance of the other. On the forward, or work stroke, the pressure exerted on the file should relieve the weight on the forward foot, the rear foot bracing against the stroke. On the return stroke the forward foot should again take its portion of the weight, and the file should be relieved from all pressure, but not raised from the surface of the work. Only at such times as it is necessary to examine the condition of the surface being operated upon should the file be taken from the work, its removal for cleaning, however, being excepted.

The workman's body should, in heavy cross-filing, move back and forward with the strokes, thus making the back and legs do a part of the work that would otherwise come entirely on the arms. When the work is of a lighter character and the quality of the finished surface rather than the quantity of metal removed must be considered, the workman should stand in an upright position, doing most of the work with his arms.

In cross-filing, and more especially where much metal is to be removed, the direction of the strokes should be varied frequently. This not only enables the production of truer work, but faster reduction of the metal. The file when pushed endwise produces small grooves or channels in the

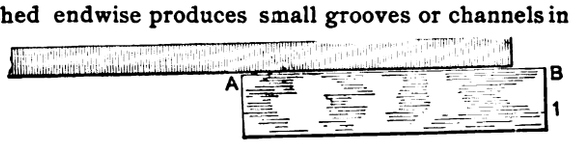


FIG. 8.

direction of the stroke, and when the direction of the stroke is changed the file teeth come in contact with the tops of the ridges between the grooves, thus diminishing the area of tooth contact with the work surface, and consequently increasing the bite; that is, for equal pressures.

The selection of a good file for nice cross-filing is important, only a file with considerable belly being suitable. As most files are cut on tapered blanks they should have a uniform amount of curvature on each side. The process of tempering, however, frequently so distorts the tool that one side may be concave rather than convex. In choosing the file the workman sights his eye along its length and spots the high points with which he does the fine work. In Fig. 7 is shown a file having no belly applied to a flat piece of work. If a workman would move this file in an absolutely straight line, flat work would probably result, but as this is practically impossible, we must expect to find the work rounded at the edges A and B. If, however, the file shown in Fig. 8 is used, its belly will allow a slight variation from a straight line motion, and if carried completely across the work a straight surface will result. As only a comparatively small portion of the file's surface is suitable for this class of work, the mechanic should so plan that the balance will be worn out on round work in the lathe, draw-filing, narrow surfaces, etc.

In cross-filing the file should be held at quite an angle with the direction of the stroke, which has the effect of giving the file a side motion as it is swept forward. This improves the condition of the surface filed, prevents to a marked degree deep groovings and brings the file under more perfect control.

When the surface is narrow and a large amount of metal is to be removed quickly, the angle at which the file is held may be changed, as shown in Fig. 9. As the contact area is small in this case the bite is free. A new file should never be used for this purpose, as the teeth will take hold so freely that they will break off or at least lose their keen cutting edges very quickly. This is much more disastrous

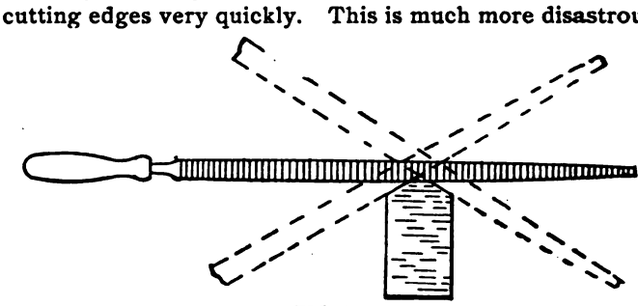


FIG. 9.

on the delicate points of the double cut than the long teeth of the single-cut files. Work of this character should be held close down to the top of the vise jaws, thus preventing chattering.

The attention of our readers is called to the advertisement of the Arcade File Works on page 49. Those of our readers who wish a copy of the publication above quoted from, should apply at once, as the demand already indicates an increasing interest taken in this important line of manufactures.

The L. M. Jones Co.

Among the manufacturers of bicycle grips, the above named firm, of Winsted, Conn., have established a reputation for high grade goods, and having advanced this line beyond the state of experiment, are now turning out some very fine specimens of plain and inlaid grips. Some of the best trade of the country are now fitting out their wheels with the goods of this firm.

They also announce that they are the sole licensees for the East for the manufacture and sale of the well known Diamond Cycle Stand. This handy article is made from cherry and oak, with coppered and nickel plated steel spring supports. Among the qualifications claimed for it are that it is light, strong, handsome and cheap; folds into small compass; fits all sizes of wheels, and is the only folding bicycle floor stand made.

Another specialty of the company is that of small wood turnings to order, and having a full stock of foreign and domestic woods are prepared to execute the highest class of work in this line. Full information as to prices and discounts will be supplied cheerfully on application.

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THE NEWS FROM NEW ENGLAND.

The going out of the old year, while not accompanied by a flourish of trumpets, still contained many pleasing features. The jobbing trade of Boston without exception find much in a retrospective glance over the past three months to cause them satisfaction; and the feeling is equally general that 1899 will be productive of a still greater cause for self-congratulation.

The holiday trade is reported to have been particularly gratifying, showing a decided increase over the past several years. In seasonable goods, such as snow-shovels, skates, sleds, etc., the output has been very large. In fact, the supply of snow-shovels was entirely exhausted at one time, and almost so a second, while at present the factories producing the wooden article are unable to catch up with the demand.

M. C. Warren & Co. note, among other things, a marked increase in the sales of boys' tool chests this year. For the past few years the demand for these useful Christmas presents has been light, but the practical value of them has again revived interest in them.

An interesting comparison in old and new methods is to be found in the rapid progress made by some firms in stock-taking. A representative of the firm of Baldwin & Robbins, Boston, speaking of this necessary and somewhat irksome detail, states that in former years the time occupied in stock-taking was from four to five weeks. This was necessarily objectionable in many ways, and efforts were made to reduce the time. In the present year the process was completed in six days. The full staff, as well as all the road salesmen, were called into requisition, and worked incessantly, letting all other business stand. The result is a quick and accurate settlement of the past year's business and the fiscal year, leaving the firm free to devote their entire energies to the new season.

The firm of Bigelow & Dowse, Boston, on December 28th, inaugurated the first of what is designed to be yearly features henceforth. The heads of the firm, with their heads of departments and travelling representatives, met on the evening mentioned at the Exchange Club, and after a dinner, discussed the various questions of interest that had come up during the past year from each individual's point of view, as well as the best methods to deal with such matters in the future. Mr. Bigelow states that the experiment proved most satisfactory, and will undoubtedly be continued in the future. Every man is given an opportunity to place before the others the matters which he has contended with, and is benefited by the advice and assistance of his confreres, who are equally glad to learn the difficulties of the other's position. This is a direct result of a suggestion from the National Convention, and its beneficial features should commend themselves to all firms employing a large staff of assistants.

Among the various questions brought up for discussion was: "Is it good for one salesman to see a competitor's invoice, even if possible?" It was contended by some that no good was to be derived from such information, as the result was likely to demoralize one's business principles. A story was told by one of the travelling men of a call he made years ago on a Frenchman in Aroostook County, Maine. After the usual introduction, the question of business was brought up and the Gaul replied: "Oh! I buy Jim Hayne. You sall cheep as heem?" Of course the Boston man said he thought he could. "Well!" continued the Frenchman, producing Mr. Hayne's invoice, "here ees ze figgaire. You sell cheeper as heem, I buy you." History fails to relate whether or not the order was booked.

The event of the week in Boston has been the opening of the new South Station, which in appointment, accommodation and magnitude is claimed to be the finest railway station in the world.

The hardware used in its construction, from the first shovel to break the ground to the last lock to break the burglar's heart, has been supplied by the well-known firm of Burditt & Williams. Mr. Burditt states that the order will total in the neighborhood of $25,000, whole car loads of bolts being shipped at a time. The builder's Hardware used was specially designed by the P. & F. Corbin Co., and is exceptionally fine.

At the recent Mechanics' Fair the only exhibit of Hardware was that of the firm of Burditt & Williams. Among the attractions in this exhibit was a machine for the manufacture of corkscrews, in operation. Some 40,000 of these handy companions were distributed to the public, the screw being encased in a wooden sheath with the advertisement of the firm on it.

The Elastic Tip Co. desire to announce that the company is now in a state of reorganization, which will be completed in the course of a few days. The company will continue, as heretofore, doing a general jobbing business in all kinds of bicycle parts and sundries. There will be no change in the management, and all the old travelling men will be retained. Their '99 catalogue is being pushed rapidly toward completion, and a copy of it will be mailed to all bicycle dealers as soon as it is received from the printer. The new organization say it is their intention to push harder than ever before to get their full share of orders for all goods in their line.

The keen competition in builder's Hardware was evidenced recently in a suburb of Boston. A small contract was to be let, and at the request of a friend of the builder a Boston house sent a man to estimate on it. He returned and reported that he was one of four, and that the whole amount of the job was about $150. This set the Boston house thinking, and estimating their representative's expenses, time, etc., at $20, and the other three at the same amount, they were somewhat surprised to find that there was $75 or $80 being expended to secure a contract for not more than double that amount. If this proportion of expense were kept up there would be few houses in the business at the end of the year.

The researches in the direction of perfecting the mysterious Keely Motor are to be continued by a Boston expert, T. B. Kinraide, who is said to have been closer to the late inventor than any other living man.

THE GOURMET HARDWAREMAN.

The Hardwareman sat alone in his store,
And the pages of *Hardware* did scan;
And he said: "Here's a menu that never before
Has been eaten by mortal man."

"For a waitress I have a young WAGON-WENCH,
And if she's not enough, a DUMB WAITER
Will load up my board (otherwise a TOOL-BENCH)
With fit food for GAS-GOVERNOR or GRATER."

"My table with clean WIRE-CLOTH shall be laid,
And TIN-PLATE and PIN-TUMBLERS will serve
For china and glass; and I'm not much afraid
Of a SKATE, for I've got a steel nerve."

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Now this jolly man had VISES galore;
In fact he was known as a RAKE.
And he rang the DUMB-BELL, as loudly he swore
To BRACE up, a NAIL PUNCH he'd take.

He received a DOOR-CHECK from the TAMPING-BAR;
And tightening his TANNED-OAK BELT.
He tucked a STEAM-BIB underneath his GRATE chin,
As the pangs of hunger he felt.

The first course of TACK-HAMMER CLAWS was brought,
And then came fried MOVABLE CRANE;
A BRASS-COCK he turned from, but his DEAD-EYE sought
A morsel of stewed RABBET-PLANE.

He threw a CHUCK steak to the BICYCLE KIT,
To the DOG-CLAMP a piece of CHILLED ROLL;
From a SAW-BUCK raw a big chunk he BIT,
And swallowed a CLAY-PIGEON whole.

The BAND-SAW, meanwhile, attracted his ear,
With strains that compelled his CUT-SOLE to ring;
And with pleasure he SAW on his tab'e appear,
A draught from an OIL-TEMPERED SPRING.

ORNAMENTAL GRILLE chop next came to his lap;
And, as SOLDERING SALT he lets fall
He says: "If this isn't a CHAMPION SNAP
I'm no judge of the matter, that's AWL."

So this Hardwareman gay, as the sun he SAW-SET,
Finished up the last BITS on his table.
With STEAM-GAGES, PLUMBS and RASP berries he met,
Every pang of which hunger was able.

Then on his BOLT-HEAD he fitted with care,
A PERCUSSION CAP—waterproof;
And he made TROLLEY TRACKS for the next world; where,
From such victuals he'll hold aloof.

BOSTON, January, 1899. FRED A. CATON.

General Cycle Sundries.

Under the above caption the New Departure Bell Co., Bristol, Conn., have published a striking and attractive catalogue of the goods they manufacture, and also those of Jos. Lucas & Son Co., of which they are the American representatives. The pages are filled with illustrated descriptions of their various lines, including the bells for 1899, shown in the last preceding issue of *Hardware*. They make their announcement for 1899 in these words:

"In presenting to the trade our line for the coming season, we desire to express our appreciation of the cordial reception and courteous treatment accorded our products, and the assurance that on our part no effort will be spared to maintain the high grade of materials and workmanship which have ever been distinguishing features of the New Departures. The new models presented this season are unique, and mark a complete departure from existing practice both in conception of design and method of treatment and finish, while the immense facilities at our command enable us to produce goods of the highest quality at prices which render competition impossible. While there is always better satisfaction both to dealer and purchaser in the best grade of goods, we offer the Bristol Bells where there is a demand for low first cost. Made of good materials and well finished, they form an admirable complement to the higher grade of products, and enable low prices to be met without sacrifice of quality. Our entire product is marketed by Messrs. John H. Graham & Co., No. 113 Chambers Street, New York. They are at all times prepared to give every possible advantage of close quotations and prompt shipments, while their high standing in the trade is sufficient guaranty for liberal and conscientious treatment of every customer."

The Berlin Iron Bridge Co., East Berlin, Conn., are erecting for the Seamless Metal Co., Sing Sing, N. Y., across the railroad tracks connecting the different parts of their plant, a steel foot bridge. The bridge consists of lattice trusses about sixty-eight feet long, supported on steel trestle bents on either end. Underneath the bridge is a substantial trolley beam designed to carry loads from the adjoining building to the switch track of the railroad underneath the bridge.

1812—Bruce & Cook—1899.

One of the most pleasant events in connection with each recurring holiday season is the cheerful "Happy New Year" greeting which comes from the headquarters of Bruce & Cook, New York. It is, as usual, accompanied by the Annual Calendar, which aids so many to keep run of the days as they come, and be punctual to the needs and appointments of each day. We take pleasure in quoting from the "greeting" of 1899 the following points of information touching various articles of the trade:

"We enclose Calendar 1899, and with it we tender our best wishes for a prosperous and Happy New Year. Our facilities for doing business and serving our friends are better than ever. Our stock of goods is larger and well-assorted to meet the requirements of the trade in the several lines as noted. Business of the country during 1898 was larger in almost every line than ever before in its history, and the fact that manufactures have been exported to foreign countries at the rate of about one million dollars per day, or over three hundred million for the year, shows that our merchants and manufacturers are reaching out in an energetic way for larger fields, and also shows that we can compete successfully with other countries for the world's needs, owing to our improved methods and consequent low prices at which goods can be produced.

"Tin Plate. The early part of the year showed a very slight decline, but the last few weeks prices have stiffened and may be expected to rule higher for some time to come. Galvanized Sheets. We are prepared to furnish you with the Genuine Apollo BB Sheets in quantities as you may require. Prices for galvanized sheets have been very low during the year, but with the firm market for steel billets and bars, which now obtains, we look for advanced prices in the near future. Black Sheets. Prices for these have not changed materially, but with the very firm market for iron and steel products, they may be expected to advance at an early date.

"Tin, Lead, Spelter and Copper. Prices for these metals are all considerably higher than a year ago and apparently present or higher prices will rule for some time to come. Solder. This has advanced proportionately with tin and lead, and naturally follows these articles very closely in price. Conductor, Eave Trough, Etc. These will follow the prices of galvanized sheets very closely and higher prices may be looked for when the Spring trade opens, if not before. We shall hope by careful attention in prices, prompt shipment and quality of goods to merit your patronage, and trust you will favor us when in need of anything we have to offer."

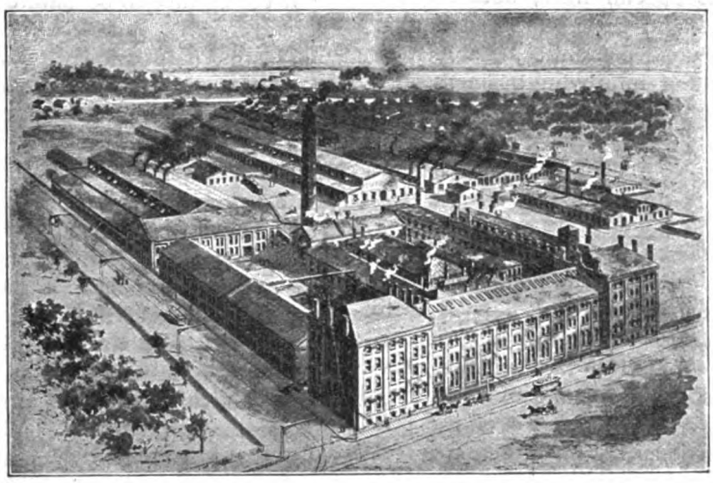
Although on the market but a few months, the recognized suitability of the "Toler" Liquid Door Check and Spring, has caused their being specified in the construction of many of the new schoolhouses now in the course of erection in Manhattan Borough and rapidly hurried to completion. In many of the older buildings devoted to educational advancement, they have also been selected to replace others less modern in constructive excellence. W. H. Quinn, of No. 103 Chambers Street, the New York City representative of John Toler's Sons Co., reports an excellent and growing demand for the "Toler" Door Check and Spring from all parts of the country. Where they have been introduced they seem to have won their way by intrinsic merit, backed by patience, push and perseverance.

The Gray & Dudley Hardware Co., Nashville, Tenn., are sending their friends a calendar in the shape of a "Clipper" Axe, and when the axe is opened, book-fashion, one finds portraits of the many salesmen who travel through the country in behalf of this house. It is a neat idea, well carried out.

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WORKS OF THE YALE & TOWNE MFG. CO.

The American traveler in England, or on the continent of Europe, looking about their crowded marts for something to remind him of home—some familiar American product to gratify his national pride by its evidence that American industrial enterprise and ingenuity have won some recognition even among the busy and ingenious States of Europe—will be likely to find what he is looking for more frequently in evidence by the legend "Yale Locks" conspicuously on the fronts of Hardware stores, than in anything else meeting his casual glances in the streets of a foreign city. He is thus reminded of an industry whose unique distinction it has been not alone to have contributed its share to the mass of manufactured goods in certain given lines, but to have developed and given to the world of trade a distinctly new, and obviously valuable, adjunct in the economies of modern life. The huge key which served the mediæval jailor not only to secure his prisoner behind the iron bars, but also as a formidable weapon of defense in case of sudden attack, had its relative counterpart in the keys carried by the merchant, the banker, the jeweler, the janitor, the housekeeper and the butler, while the occasional and incidental key in Hogarth's pictures looks proportionately big enough to batter in the door instead of opening the lock of the same.



WORKS OF THE YALE & TOWNE MFG. CO

To put the argument in another way, and in general terms, there is scarcely anything one can think of in the line of everyday mechanics which more sharply illustrates the difference between the antique and old fashioned and the modern and new than the contrast between the door and other locks, of even half a century ago, and that of the type prevailing at present. The tendency towards neater lock-mechanism and smaller and therefore more conveniently-carried keys, had already become notable in the march of modern improvements; but it remained for the Yale lock to give an emphasis to this tendency amounting to a revolution in this branch of mechanics.

This is the world-recognized achievement which has given the history of the Yale & Towne Mfg. Co.'s growth and development its unique distinction. It has been the chief agency in an accomplished industrial revolution affecting a line of products scarcely second in importance to any other that can be named in the Hardware trade.

In 1868, Linus Yale, Jr., was engaged at Shelburne Falls, Mass., in conducting, on a modest scale, a lock-making industry, which had been established by his father, and in whose products were represented certain peculiar improvements evolved from the family inventive genius, especially as relating to bank and key locks. He was perfecting the flat-keyed lock with which his name is now so universally associated, when Henry R. Towne, then of Philadelphia, made his acquaintance. Mr. Towne had already spent some years in his native city following the bent of his natural taste for mechanical and engineering problems and operations, and he was quick to perceive that Yale's new flat-keyed lock was a strikingly original and meritorious device, and probably had in it the potency and promise of developing an important industry. In addition to contributing fresh capital, he undertook the management of the manufacturing department of the new enterprise. His first important step, after this arrangement had been entered into, was to secure a new location near the metropolitan market. A piece of ground—part of the present premises—was purchased in Stamford, and the erection of a building begun. Its exterior walls and roof were completed, when suddenly, on Christmas day, 1868, Mr. Yale, while on a visit to New York, was stricken with heart disease and died. This was felt to be a severe blow to the infant enterprise, but it was carried forward according to the original plans by Mr. Towne and J. B. Yale, a son of the lamented inventor. Early in the spring of 1869, the concern at Shelburne Falls was abandoned, and the new factory in Stamford began operations with a force of about thirty employees.

Such was the inception of an industrial enterprise whose subsequent growth and expansion to its present proportions constitutes an important chapter in the industrial history of Stamford for the last quarter of a century. In 1870, Mr. Towne became practically the sole owner by the purchase of the interest of the Yale estate. The corporate name and form were retained, however, and, after ten years' steady progress, the capital stock was increased to half a million, and some years later to one million dollars. The extension of the works themselves and the scope of manufacturing operations and products correspondingly increased.

The story of this expansion, from a small factory building, sheltering thirty employees, in the spring of 1869, to

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the mammoth group of buildings covering, with their yards and offices, some twenty-one acres of ground in 1897, cannot be told in detail within the limits assigned for this article. The addition, from time to time, of new departments for the manufacture of products other than the endless variety of locks, which continued from first to last to be the characteristic and leading line in the company's varied output; the change of title, in 1884, from "The Yale Lock Mfg. Co." to the present designation, "The Yale & Towne Mfg. Co.;" the establishment of branch houses in New York, Chicago, Philadelphia, Boston and San Francisco; the purchase of the Branford Lock Works in 1892, and the various methods and channels by and through which the great industry grew to its present proportions and importance, are facts and features that must here be passed with the briefest reference. Nor could there be any adequate history of these years of advance and progress that would fail to take appreciative account of the men in the operative, administrative and commercial staffs of the concern, whose services were indispensable to the successful conduct of the company's affairs on the scale to which they had advanced under Mr. Towne's sole management during the concern's earlier years.

These men—capable business men and captains of industry—comprise not less than a score of names whose long identification with the concern, as chief officers and heads of departments, have given them honorable and conspicuous association with the successful development of a manufacturing industry whose experience and resources—whose commanding facilities in its special lines, both for the manufacture of its products and their wide distribution through the channels of trade and commerce, enable it to look out over the present field of improving business with confident expectations of obtaining its full share in the benefits of that revival of general trade which we all hope is at hand.

A Good Year for Blocks.

The Boston & Lockport Block Co., No. 142 Commercial Street, Boston, inform a representative of *Hardware* that the results of the year's business have been such as to greatly encourage them, and that the time of long depression has passed, and that we are all fast entering into better and prosperous times. The volume of their business has been increased at least 25 per cent. over the previous year, and although there has not been the expected, and what would have been welcome, advance in values, increased volume has come to the rescue, and their December balance will make a satisfactory showing, making due allowances for all the special conditions. One of the most encouraging features is the increase of special work, such as is required by contractors and large business enterprises. This indicates clearly, not only a renewal on their part, but an enlargement. They are also pleased to note encouraging signs in regard to the foreign trade, which, with them, is comparatively new and undeveloped. They add: "Unless all good indications fail, the year upon which we are soon to enter will go into history as a remarkable one for volume of domestic business and especially for export business."

The National Cement & Rubber Mfg. Co., Toledo, Ohio, have issued a handsome and comprehensive little catalogue illustrating and describing their full line of bicycle supplies, cements, oils, graphites, vulcanizers, brazers, enameling ovens, etc. Thirty-six pages are filled with illustrations and descriptions, and there seems nothing to be desired, or that has been left out, in the bicycle line. The catalogue will be sent on application.

Baracoa, Cuba, at the extreme eastern part of the island, has about 7000 people, normally. The climate is pleasant, the average temperature being 78 degrees.—*Exchange.*

Some Old Paints.

Considerable has been written lately about an old sign in possession of the Western Society of Engineers at Chicago. The words "Harper's Ferry," painted in black, stand out as boldly as when they were first formed by the artist's brush, while the wood around the letters, which was painted with white paint, has worn away about one sixteenth of an inch. It is asserted by the writers that no paint manufactured nowadays is equal in durability to that which was applied on the old sign.

Mr. Wm. Hooper, of Ticonderoga, N. Y., does not see anything specially remarkable in the preservation of the old sign, and claims that there is just as good a paint made nowadays as then. He adds: "I have seen signs that have been painted with black paint directly on the clapboard of the building. The lettering was good after the paint on the balance of the building had disappeared, and after this the whole building was painted over, lettering and all, and the lettering obliterated; yet within ten years afterwards the old black lettering appeared again quite freshly to view. I suppose the paint for the lettering was made of linseed oil and lamp black. I believe, however, that finely ground graphite mixed with pure linseed oil, will last as long, or longer, than any other paint ever known of or used. I had a large iron casting which laid in my mill yard for over thirty years. It was painted with only one coat. The old casting was broken up and sold for old iron last month, and I noticed that the paint on the pieces of casting, even after being broken up, looked quite fresh.

"If the surface to be painted is perfectly dry when the finely ground graphite is applied, the paint will prove the most lasting paint known, because if time eliminates all of the oil, the graphite seems to adhere to the surface painted just the same as a piece of paper or wood will appear after it has been rubbed with a lead pencil or a piece of graphite. No other pigment known to me will remain on the surface painted after the oil has been thoroughly destroyed. With the experience I have had with graphite paint, I thoroughly believe that if any dry surface be covered with graphite paint and left untouched for a period of thirty years—by which time the oil will have disappeared—no doubt a letter could be written plainly on the surface by using a piece of large wire or nail after smoothing the end of the wire or nail which is to be used as a pencil. I have done all this and shown it up to others. Writing with the piece of wire, polishes the graphite which adheres to the surface, showing that it is there still."

Among the batch of ads. received by the Bissell Carpet Sweeper Co. in response to their offer of three prizes which they made about a month ago to those writing the most intelligent "ad." on Bissell Carpet Sweepers, comes quite a unique "ad." from a ladies' church society in Ogden, Iowa, which reads as follows:

"And when they had brought him unto the palace of the king they showed unto him that which had swept and made clean the floors of all the nations of the earth, and when he had looked upon it he knew that it was good, and he cried out with an exceedingly great cry, saying: 'I will issue a decree that shall be read and proclaimed unto all the kingdoms of the world, and this decree shall read in this wise: 'Condemnation be upon any, and great and woeful disgust to all who shall be guilty of buying, advertising or using any carpet sweeper other than this self-same Bissell's of the great city of Grand Rapids, Mich.'"

Edw. K. Tryon, Jr. & Co., Philadelphia, Pa., who have been long known as among the most enterprising sellers of wheels, have become the distributing agents for Philadelphia and surrounding counties, of the Stormer and Pennant bicycles. They also have the Apollo, Vesper and Devon wheels, besides juveniles and bicycle sundries.

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A Good Thing in Carpet Sweepers.

One of the most attractive exhibits at the Mechanics' Fair, held by the Massachusetts Charitable Mechanic Association, in Boston, this year, is that of the Bissell Carpet Sweeper Co. photograph of which we produce. In connection with their celebrated line of sweepers great significance is added to the exhibit by an exact production of the famous Ferris Wheel, which flashes out the name Bissell Carpet Sweepers in more than five hundred different colored lights. Nineteen different combinations and changes are shown by this wheel. The Bissell Sweepers take the place of the cars on this wheel, and the effect is very interesting.

The Bissell Carpet Sweeper Co , who are the pioneers in their line of business, are very progressive people, and are constantly aiming to produce improvements that will lighten the labor of the housewife.

Their department of invention is one of the most important in connection with their immense plant at Grand Rapids, Mich., where their output is about one hundred and twenty-five dozen sweepers per day, with a capacity of



three thousand sweepers per day. This plant at Grand Rapids, Mich , is one of the most interesting of its kind in the world.

Their Eastern and export department is located at No. 103 Chambers Street, New York City, and their celebrated sweepers are to be found in every civilized country on the face of the globe.

Their exhibit at the Mechanics' Fair is one of the most attractive there, and the practical demonstrator in charge shows up to advantage the latest improved Bissell Sweepers, the more recent of which contain the following valuable features: "Bissell's 'Cyco' Bearings;" "Bissell's Dust Proof Axle Tubes;" "Bissell's Anti-Raveling Collector Device;" "Bissell's Reversible Bail."

In the educational department of the Bissell Carpet Sweeper Co., at this season of the year, they are very busy in catering to the little ones, and Bissell's toy sweepers have now become a household word.

"Cyco" bearings used in the Bissell Carpet Sweepers are small wheels located between the hub and rim of the carpet sweeper wheels. They make a sweeper wear longer and run much easier. They make no noise. They need no oiling. Dust proof axle tubes in this sweeper are metal tubes which extend through the sweeper case, enclosing the axle rods and thus preventing all hair, threads, ravelings, etc., from winding around them and clogging the action of the sweeper. An anti-raveling collector is a small circular concave disc, fitted at the ends of the sweeper, operating in a groove in the brush pulley to prevent all hair, threads and ravelings from winding on the ends of the brush, thus preserving the free action of the sweeper, and sparing the user a great amount of labor and annoyance. If you send your name and address to this company's Eastern department, No. 103 Chambers Street, New York, you will receive a unique booklet finely illustrated.

The Harrington & Richardson Arms Co., Worcester, Mass., have issued a bright little monograph under the title "Firearms," which speaks for itself. Bright, not only in the cheerful red of its cover, but also as to contents, which tell the whole firearm story in a few words. All the goods they manufacture are pictured and described. In a note to their friends, headed "Multum in Parvo," they say: "In presenting our catalogue for 1899 we desire to extend our thanks to the dealers who have handled our goods, and the public at large for their generous patronage, and we expect by fair dealing and reliable goods to increase the former and to supply the latter with more H. & R. revolvers this year than ever before. Our revolvers are as safe and their construction is as simple as any, and only the best material is used in their manufacture. We guarantee all goods to be in perfect working order and well finished when they leave our factory. We will replace, without charge, any parts which may prove defective in actual use, when such parts are returned to us, with explanations, and have not been tampered with. Our system of inspection warrants our doing this. Our make of revolvers is for sale by the leading dealers in firearms, sporting goods and Hardware. When your dealer does not carry them and will not get them for you, write us and we will put you in the way to get them at satisfactory prices. Catalogue sent to any address upon application."

The "Round Oak Guards" is the title of a stirring march which reaches us, with the compliments of the P.D. Beckwith stove establishment, of Dowagiac, Mich. It shows that they not only make good stoves up in the great North west, but know how to set them to music.

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Spalding's New Method of Distributing Goods.

A. G. Spalding & Bros. have announced a very radical change in their mode of distributing their celebrated and well-known line of athletic and sporting goods, which will not only interest retailers of this particular line of goods, but the whole mercantile and manufacturing world.

Heretofore they have depended largely on the regular jobbing trade to distribute their goods, but now they boldly announce their determination of going direct to the retail dealer and not selling the jobber at all for jobbing purposes. In other words, they will aim to reach the consumer through the medium of the retail dealer and do away with all intermediate jobbers' profits, commissions to agents, etc., which will enable them to reduce prices to both consumers and retail dealers.

Furthermore, as a condition of purchase of Spalding's trade marked line of base ball, athletic and sporting goods, the retail dealer will be required to sell these goods at uniform and regular established prices—no more and no less—thus protecting the consumer from being overcharged, and at the same time protect the retailer in the fair profit he is justly entitled to.

A representative called on Mr. A. G. Spalding relative to this radical move, and he expressed himself somewhat as follows: "Yes, it is true that on and after January 1, 1899, the business of A. G. Spalding & Bros. will be conducted on entirely different lines than heretofore, that is, so far as the distribution of our goods is concerned. The reasons for this move and what we hope to accomplish may be stated in a few words, as follows:

"First, to satisfy the consumer, who will be able to get standard goods at fixed prices.

"Second, to insure a fair profit to the legitimate retail dealer.

"Third, to maintain the quality of Spalding's Trade Marked Goods.

"To accomplish this, it is necessary that one and the same retail price shall prevail throughout the United States—no more and no less; consequently we must require the dealer to observe these conditions.

"The retail dealer is entitled to a fair profit on his sales, but in the present demoralized condition of general merchandising, he is often prevented from making any profit at all on account of the 'price-cutting' methods adopted by a comparatively few piratical dealers, and in order to prevent these concerns from successfully carrying on their demoralizing tactics so far as our goods are concerned, we have decided to confine our business to the legitimate and responsible retail dealers, who, we believe, will appreciate the efforts we are making in their behalf to secure for them a satisfactory profit on our goods.

"There will be only two prices on our trade marked line of goods—one price to the consumer and one price to the retail dealer, regardless of quantity. The large store in the large cities ordering in large quantities will be required to pay exactly the same price as the small dealer in small towns ordering in small quantities. There will be no favorites, no rebates and no special prices or concessions made to one dealer that will not be made to another, and no dealer, no matter how large or important he may be, can obtain any of our goods from us at any price if he persists in 'cutting' the established retail prices.

"In order to successfully carry out this new method of merchandising, it is absolutely necessary that we control the source from which the dealer draws his supplies, and for this reason, and this reason only, we have found it necsary to cut off the jobber and go direct to the retail trade. It is much easier, more simple and possibly more profitable to us to sell the jobber and to depend upon him to distribute our goods, but the keen competition among jobbers prevents him from making any money on our goods, and for the same reason unrestricted retail prices prevent the retailer from making a fair profit, to which he is justly entitled; all of which reacts on the manufacturer, who is continually called upon to reduce prices, which in effect simply tends to degrade quality.

"The Eastern and Southern trade will be supplied from our New York store, the Middle West from our Chicago store, and the Rocky Mountain States from our Denver branch.

"We will put out the necessary traveling salesmen to cover the territory thoroughly, and dealers will serve their best interests by not placing any orders for base ball, athlethic and sporting goods until they have seen our new samples and prices for 1899.

"Our new catalogue will be issued early in January, and this catalogue, together with our net trade prices, will be sent, upon application only, to such dealers as may be entitled to them."—*Sporting Goods Gazette.*

Insisted on a K & F. File.

Martin Kunkel conducts a successful Hardware store in Davenport, Iowa. Some days since, he encountered an experience that has led him to the conclusion that a little fun can now and then be got out of even that prosaic occupation.

Two women entered his store one afternoon, and submitted for inspection a Kearney & Foot six-inch Slim Taper File. They wished to purchase two of this brand and style only, and would hear to nothing else.

The files were sold them, and they departed in an apparently happy frame of mind.

A few days afterwards, Mr. Kunkel was visited by the sheriff of an adjoining county. He was compelled to make the trip to the seat of that county, and tell what he knew about the sale of these files. The women had smuggled them into the jail to a couple of friends inside, who promptly filed away the bars and escaped.

The women evidently knew a good article when they saw it.

Foreign Mercantile Agency.

The Foreign Mercantile Agency, Nos. 256–257 Broadway, New York, has been established by men of reliability and experience, for the purpose of furnishing detailed information upon the nature of business and credit of merchants and others, in all foreign markets. The growing export trade of this country demands an agency of this character, and the Hardware trade especially is in need of the assistance and advice of a reliable and disinterested foreign credit agency. The management is in the hands of Ross M. Turner, who has had several years of careful and practical experience in this very field. He has associated with him other men of like character and experience, making one of the strongest combinations yet formed in connection with our foreign trade.

An exhibit of the "Perfect" Pocket Oiler will be made at booth No. 47 at the Chicago Cycle Show and booth No. 59 at the New York Show. The Perfect Oiler for 1899 is handsomer than ever. The workmanship and finish are beautiful, and manufacturers who are not giving a Perfect Oiler with their wheels, should value the good impression that is created in favor of their product, by an inexpensive, but important, sundry of this kind.

The Waterbury Brass Co., Waterbury, Conn., and No. 60 Centre Street, New York, are sending their friends a handsome wall calendar for 1899, finished in rich colors, and containing much astronomical and trade information of value. A fine picture of a canine from Newfoundland and a kid from Connecticut, add a very attractive feature.

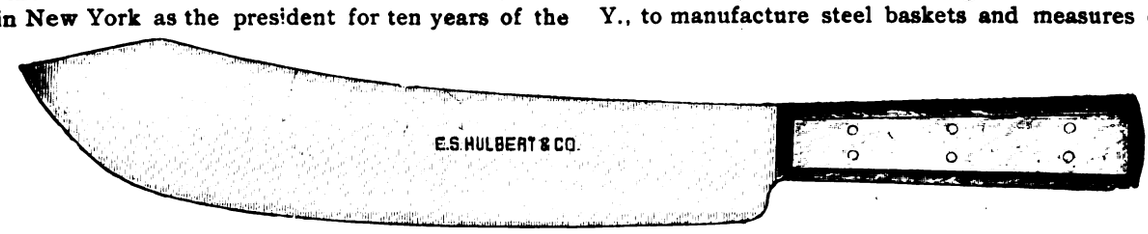
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E. S. Hulbert & Co.'s Cutlery.

E. S. Hulbert & Co., Bernardston, Mass., is one of the oldest firms in the United States engaged in the manufacture of cutlery, having been established as far back as 1846. We present herewith the portrait of the founder and a cut of one of the lines on the excellence of which their



reputation has been too long established to be disputed. With Fall River for their power, thus enabling them to run at a minimum rate of expense, they are manufacturing a class of goods the quality of which must be first-class to obtain distinction, being intended for abattoirs, butchers, packers, marketmen, hotel and restaurant chefs, grocerymen, etc., each of which class of workmen know when they have a good thing and cling to it with hooks of steel. The Hardware and house-furnishing goods dealers, who once become familiar with a brand of excellence in tools of this sort find but little temptation in being asked to try a substitute. Messrs. Hulbert & Co. have workmen in their employ who have been with them over a quarter of a century, thus possessing an experience and skill that make them invaluable in the production of a reputable product; manufacturing the blades from the best quality of English double shear steel, every one of which being hammer forged, is guaranteed in all respects. Among the knives now included in the assortment manufactured by E. S. Hulbert & Co. may be mentioned the following: Butcher, cimeter steak; regular steak; sticking, skinning, boning, pork, splitting, ripping, Sandusky fish, Royal slicers, ham and hotel slicers, bread and carving knives; paring, cooks' cleaning knives and tinned plated cheese and butter knives; butter and lard spades and trowels. They also catalogue butchers' steels in great variety from horn to stag handles, and in length from 10-inch to 16-inch blades. Mr. Alonzo Alford, well-known in New York as the president for ten years of the



Alford & Berkele Co., and previously New York manager for E. Remington & Sons, is now associated with E. S. Hulbert & Co., having charge of the office and sales department, his long familiarity with the business making him a valuable and desirable manager for this important department.

Things are very lively in Farmer, N. Y., in this the beginning of a new year. Covert's Saddlery Works are in evidence in support of that statement. They have greatly increased capacity by adding more machinery, an electric lighting system for the entire plant, and are now working fourteen hours a day, to keep up with orders. This is an indication that a fine class of goods are making sure of a wide market.

An Old Firm in a New Place.

From the new quarters of Butts & Ordway, No. 190 High Street, Boston, we have received an artistic folder announcing that they are now settled in their new home, where they are prepared to welcome old friends and new.

Their former quarters on Atlantic Avenue were found to be inadequate to their growing business, and the present premises were built expressly for them; particular attention being paid to have every facility of the most approved design for handling stock and prompt delivery of orders.

Fort Hill Square, on which this part of High Street fronts, is the centre of the heavy Hardware district of



BUTTS & ORDWAY'S NEW HOME

Boston, and this fact was given due consideration in choosing their new location.

The firm has now in course of preparation the first of a series of artistic circulars to the trade, which will be issued monthly through the coming year. Their 1899 Bicycle Catalogue is also nearly ready for circulation. Among the souvenirs distributed by the firm during the holiday season are a neat and useful morocco-bound stamp holder and an equally useful paper wallet.

A new corporation has been organized at Rochester, N. Y., to manufacture steel baskets and measures of every description and a general line of small galvanized iron and steel novelties and household utensils. It is called the Metallic Basket Co., having bought the patents, good will and other property of the Metallic Basket Co., of Cedar Rapids, Iowa. Its specialty will be a corrugated and galvanized steel basket, light and strong, of various grades and sizes and already patented. The corrugations extend from the top to the bottom of the basket and even around the curved edge of the bottom, thus giving the basket great rigidity and strength without adding to its weight, as in the iron and steel baskets commonly made.

Cuban iron ore is about the richest in the world; from 62 to 67 per cent. pure iron, and very low in sulphur and phosphorus.—*Exchange.*

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The Making of Forks.

Tubal Cain is said to have been the first agricultural tool maker, but that gentleman would doubtless stand in open-eyed amazement in the forge room of the Ashtabula Tool Co., unless, perchance, the din and racket there did so frighten him that he would gather his fig leaf garments about him and betake himself to flight. Of the thousands of Hardwaremen who are daily selling hay and manure forks and garden rakes, very many, doubtless, know as little about the different processes which they undergo in manufacture, as would Tubal. Our readers may, therefore, be interested in the following description and illustrations of the work as carried on in the shops of the above mentioned company at Ashtabula, Ohio, where the "Diamond" brand of farming tools is made.

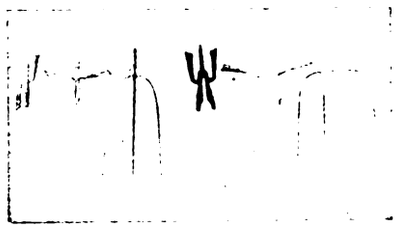


FIG. 1.

The steel comes to the factory in bars of the proper size to cut out blanks as shown in the first illustration. This cutting out is done with the steel at white heat under a heavy stamping out press, and the hot blanks or pattern is passed to a second press, where the fork to be undergoes the process of "heading" or bending the parts which are to be tines so that they can be drawn out in the rolls as shown in the second picture. The large picture shows the next process in the making of a fork, i.e., the drawing of the tines. Here the workman at the rolls and his helper perform one of the most interesting operations of the entire process. The blanks are placed in the fire (by the way, it should be explained that the fire is simply a blaze of crude petroleum which is sprayed into the furnace by air pressure), and when they have acquired a white heat the helper passes one to the roller, who at the proper moment introduces it between the swiftly moving rolls, and it immediately seems to grow in length, while three or four more passes or revolutions of the rolls, each time in a smaller groove, finishes the tine, and the pattern is returned to the helper to be placed in the fire and reheated for the drawing of another tine. The helper has meanwhile taken out a white hot pattern, and the roller takes it when he surrenders the first. So the process continues, each roller in his trick of eight hours making about eighteen hundred tines, or six hundred and three tine hay forks.

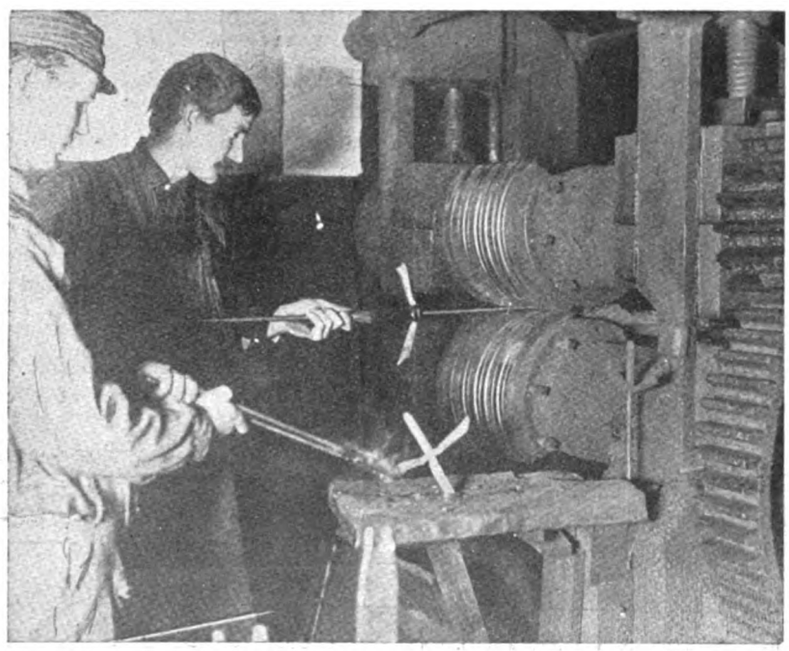


FIG. 2.

The fork is passed along next to a machine which rounds the head and straightens the tines, after the tines are cut to the proper length and pointed on a swiftly running emery belt. As each is pressed against the belt there flies from it minute particles of white hot steel dust, making for a minute a comet-like flame which illumines the shop—fading as the fork is lifted from the belt.

Now the fork undergoes its last baptism of fire and oil, as, brought to a white heat in an enclosed fire of anthracite, it is rolled quickly over a form which gives it the right dish, and quenched in an inky vat of fish oil, beneath whose surface it disappears with a spluttering flame of protest, to arise into a new life of usefulness as a tool for men.

It is not necessary to describe in detail the process of making the other three of the four parts composing a finished fork; suffice to say that the fork is introduced to the turned and seasoned white ash handle, polished ferrule and cap, by a machine which turns forth seven complete forks a minute. The final polishing and waxing of the handles, and the bronzing, painting and labeling bring the complete tool to the warehouse, where it is even now laying in store ready for shipment.

The making of a "Diamond" bow rake is very similar. The drawing of the teeth, however, is done under a trip hammer as shown in the illustration. The bows are rolled out; they are then bent around to meet and are welded together, after which the rake goes over a form which gives the teeth and shank the proper curvature. There are also four pieces in the complete rake—head, handle, ferrule and cap.



FIG. 3.

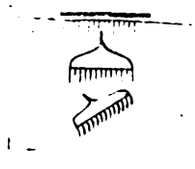


FIG. 4.

These tools are all like men, in that they have to be tested and tried to see if the temper is true, and that there are no flaws.

"Diamond" farming tools have a reputation which is nearly world-wide, and in addition to a full line of forks for handling hay, straw, manure, barley, alfalfa, bunch grass, etc., the Ashtabula Tool Co. make forks for coke, coal, ore, stone, cinders, shavings, pulp, sugar-beets, cotton-seed and vegetables.

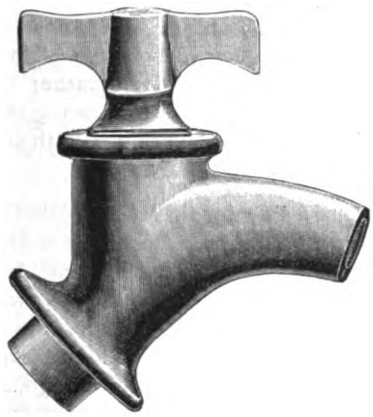
Mention should also be made of their hoes and rakes. The "Diamond" bow rake is one of the most popular sold, while the new brace rake shown in their advertisement on page 50 is of the latest and best things of its kind, and is so well made and reasonably sold that it is a "sure winner."

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NEW GOODS AND SPECIALTIES.

A Can Faucet.

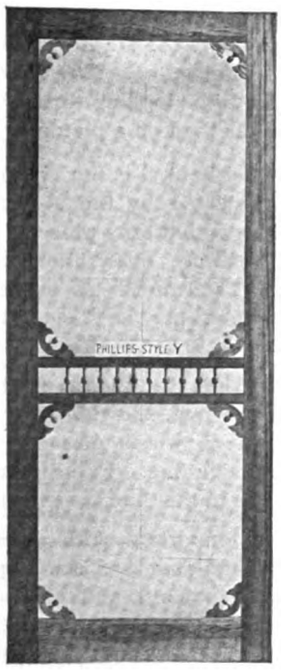
The accompanying illustration is the exact size of a 5-16 inch can faucet that is being sold in large quantities all over the world by J. M. Litchfield, No. 458 Quincy



Street, Brooklyn, N. Y. The maker says: The special feature of this article is that it is the cheapest faucet on the market, and is made like, and every bit as good, as the most costly. Its construction is simple and its appearance so neat and handsome as to cause surprise that it is "sold so cheaply." Sample and prices will be furnished free upon application to the manufacturer, at address given above.

Phillips' Y-Screen Door.

The A. J. Phillips Co., Fenton, Mich., who are always devising something new for the good of their fellow men, have added to their already extensive line the new style Y-Screen Door, shown in connection herewith. This will be made up in pine, either natural finish or painted with two coats of good paint. It will be made with either three inch or four inch stiles, and seven-eighths or one and one-

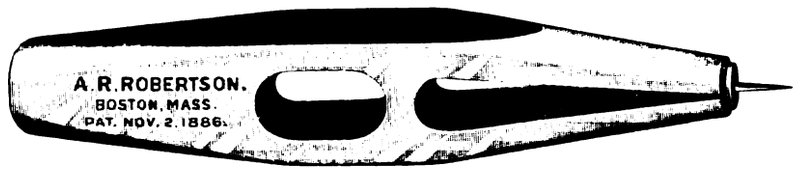


STYLE Y.

eighth inches thick. There are turned beads in the maple spindle balls, and in the turned "drops" set in each of the eight corner brackets. The makers say: "Among our new patterns for the year this design is especially pleasing, and we have many words of commendation from those who have seen it." They have patented the design.

Horseshoe Magnet Hammer.

The utility of magnetism as applied to hammers or other tools, has never, we believe, been more successfully demonstrated than in the Horseshoe Magnet Hammer invented and patented by Arthur R. Robertson, of Boston,



Mass. In this tool, magnetism has been brought to a high degree of efficiency and the horseshoe magnet made to serve a most useful purpose. This hammer is deservedly popular among bill-posters and traveling advertisers, "who can do more rapid and effective work with it than with any other implement ever devised for tacking up advertising cards and signs." The long plain and sectional handles also made by Mr. Robertson are, in their way, equal in quality to the hammer, and help to make the tool complete for the purpose for which it was originally devised. Springs are affixed to the long handles to assist in raising a card to the desired position and setting the first tack. While the advertiser is especially benefited by this invention, the hammer is also useful to the upholsterer, casket trimmer, and the makers of wire screens, fruit boxes, etc. The patent covering this hammer secures to the inventor the sole right to make hammers of any size and shape embodying the principle of the horseshoe magnet. We present a cut showing the full size and shape of a regular hammer head weighing five ounces. Price lists can be had by addressing A. R. Robertson, No. 185 Summer Street, Boston, Mass.

The Berlin Iron Bridge Co., East Berlin, Conn., are erecting for the Waterbury Mfg. Co., Waterbury, Conn., a new blacksmith shop two stories high. The building is to be of fireproof construction throughout. The floor consists of concrete on corrugated iron arches, carried by steel beams and columns. The roof has steel trusses supporting the covering of corrugated iron lined with the Berlin Iron Bridge Co.'s patent anti-condensation lining. The building is about forty feet square.

Copper in Cuba is abundant, and copper mines have been successful. One near Santiago shipped between two and three million dollars worth annually from 1828 to 1840.—*Exchange.*

Habana, Cuba, is the seat of the general government and the residence of all the administrative officers of the island, civil, military, maritime, judicial and economic.—*Exchange.*

The chief articles of import into Cuba in 1896 were beer, butter, coal, cheese, flour, lard, maize, potatoes, rice and salt fish, amounting to $14,000,000 in value.—*Exchange.*

Tommy—Paw, how did lead get its name?

Mr. Figg—They tried to make nails of it, but found that it could not be driven.—*Indianapolis Journal.*

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Recent Trade Publications.

The Stanley Rule & Level Co., New Britain, Conn., and No. 107 Chambers Street, New York, under date of January 1, 1899, issue a revised discount sheet, applying to their price list of January, 1898.

Advanced quotations are given on plumbs and levels and ivory rules, but otherwise discounts remain substantially the same as previously announced. Accompanying the discount sheet sent out is a new catalogue leaf of Bailey's Adjustable Planes, having corrugated faces, and Bailey's Block Planes, having the "handy" features, forming pages 32½ and 32¾ of their catalogue, when inserted. A handy condensed price list of all the planes made by the company is furnished, printed on stiff cardboard and designed to be hung up in the tool department for ready reference in pricing and taking orders. This will be found very convenient. In a circular distributed with the above the Stanley Rule & Level Co. give their views on "expansion" in the following: "In most of the older States expansion has been the order of the day, until every progressive carpenter or other skilled wood worker must have a Stanley Rule, Bevel, Try Square and Gauge; a 'Handy' Level, with proved glasses, and a set of 'Bailey's Adjustable Planes,' with or without corrugated bottoms, before his kit of tools is at all complete. The new year promises to furnish a demand for constructive implements, rather than for destructive; and those dealers are wise who put in a good stock of Stanley's improved carpenters' tools."

The J. D. Warren Mfg. Co., Masonic Temple, Chicago, have certainly presented one of the most effective object lessons possible, in a leaflet which they have just addressed to the trade. On one page is a photographic reproduction of the old-fashioned Hardware store, showing the old-time method of presenting goods, which gave to the store the appearance of having been filled up by the after-effects of a cyclone, which caused each article to lodge wherever it happened to strike. On another page is a photograph showing the same store as it appeared thirty days later, when arranged with Warren shelving. In this latter picture, everything is as nicely housed and arranged, and as carefully put away and labeled as could be possible in the highest class of jewelry stores. Accompanying these photographs is considerable reading matter of an effective nature, showing the methods of arranging the stock according to the Warren system, and samples of the chests, drawers, etc, which are made available under this new system. Mr. Warren has certainly made most effective use ot his opportunities, and the Hardware merchant who is not influenced by this object lesson, to a greater or less degree, is so constituted that he would not be moved by a stroke of lightning.

The refrigerators manufactured by the Baldwin Refrigerator Co., of Burlington, Vt., under the title of "The Baldwin," are shown in an artistic little publication, which has just come to hand. An enumeration of the lines which have made a notable public record for this article shown on the second page, speaks in the highest terms of its quality, and this is followed by an explanation of the principles of circulation which give to the Baldwin Dry Air Refrigerator its distinctive quality. It takes quite a number of pages to illustrate and describe all of the articles made by them, from the smallest household refrigerator to that used in the grocery or the butcher shop. This catalogue will be sent to any who desire.

The Ausable Horse Nail Co., No. 10 Murray Street, New York, have sent their artist to the most striking point on New York's new Speedway, where the two great bridges, the Harlem River and the wooded hills of Washington Heights all lie under the vision—and he has proved that he is an artist indeed by making a picture full of life and color. In the centre are two fast steeds, neck-to-neck, each shod by the assistance of the Ausable Hot Forged and Hammer-Pointed Horse Nails; and this is a guarantee that no other horse on the road can pass them. This pleasing picture is a part of a handsome calendar for 1899 that the company are sending their friends.

F. E. Myers & Bro., Ashland, Ohio, have again complimented their friends in this holiday season, by sending them a handsome hanger, in rich and artistic colors, which shows, by birdseye view as it were, the large and important line of goods which they manufacture. It takes a great deal of space to do this, and it would be hard to discover anything needed in the pump line, short of an ocean liner, that they do not make in first-class shape. The upper portion of the hanger is devoted to art rather than utility, showing a Western farm scene with watering trough, where man and beast are regaling themselves with the real temperance fluid by aid of a Myers' Pump.

The Laflin & Rand Powder Co., New York, Chicago, etc., have made their calendar for 1899 striking in its suggestiveness and historical in its features. A "Jackie" from the *Oregon* is bearing upon his shoulder a bundle of ammunition that suggests good aiming and effective results, while on a shield beside him are the words: "The best men, the best munitions, gave this result—Manila, Santiago, Porto Rico." Following these words are the terse statements: "Calendar good only for the year 1899. Laflin & Rand Smokeless Powder, good always, year in and year out." The calendar makes an adornment for any office.

The Eclipse Refrigerator Works, Burlington, Vt, have sent us an illustrated catalogue, descriptive of the Eclipse Cleanable Dry Air Refrigerator, which they say possesses merit and novelty combined. The circulation and cleanable features of this article are shown both by illustration and description, the method of insulation is explained, while full description is given of the outside and interior finishes, large cooling surfaces, etc., etc. This little publication will be sent on application.

We have received from E. I. Du Pont de Nemours & Co., Wilmington, Del., one of the most attractive and handsome calendars even of this prolific year. It is in the shape of a hanger, and presents several scenes in the forest and on the mountains, where the Du Pont powders are aiding the hunter to secure his game. The coloring is very effective, and one seems to be looking through a window upon the real scene, rather than on a picture.

"The Yankee Tool Book" is the title of a very attractive monograph published by the North Bros. Mfg. Co., Philadelphia, Pa., in which they present in colors, and by illustration and reading description, their well-known "Yankee" tools. Their motto as expressed on the title page is: "Other tools are very good tools, but Yankee tools *are better*."

The Monarch Refrigerator Works, Burlington, Vt., have issued a small catalogue, showing their line of Monarch Dry Air Refrigerators, which certainly comprise a very extensive and attractive line. Full illustrated descriptions of each article made in this line are given.

Robinson & Fox, exporters, with offices in New York, Boston and Newfoundland, are sending their friends a handsome calendar, in white and blue. It is an artistic piece of work.

"Saw a man undertake to eat four pounds of sponge cake on a wager."

"Did he succeed?"

"No. When he had eaten about half of it he was compelled to throw up the sponge."—*Ohio State Journal.*

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Review of the Markets.

The season opens with a confident air. Salesmen are engaged in making preparations for spring orders that they feel will be far-reaching; they will go on the warpath strong in the conviction that a good business will be the result. Little straws show a willingness on the part of the manufacturers to make advances on some special lines that have been quoted altogether too low for any profit, among which may be noted plumbs and levels, ivory rules, etc. The notice of withdrawals of quotations from Fayette R. Plumb, Inc., is also significant. The early buyer may catch the low quotations, and delays may possibly entail a more or less voluminous correspondence.

Wire Nails: Since stocktaking and the ascertaining of possible wants in the above staple, a good inquiry has existed with a view to future business, and the market is held in firm conditions, no special effort being made to obtain orders with a date for delivery in the future, only those for immediate delivery being worthy of acceptance at the present ruling rate. On a basis of this character the present price is $1.35 to jobbers in carload lots, f. o. b. Pittsburg. Single carload lots are held at an advance of 5 cents. The usual differentials for other points of delivery still obtain, Cleveland 2½ cents; Chicago, Cincinnati and Louisville 7½ cents, St. Louis 12½ cents. New York prices are quoted as follows: Carload lots on dock, $1.50; smaller lots from store, $1.60.

Cut Nails: The cut nail market does not present the encouraging prospect so noticeable with wire nails, the conservative character of its business showing no special change. While it is anticipated that a brisker demand is among the early possibilities, the New York market remains about as previously reported: Carload lots on dock, $1.25@$1.28; smaller lots from store, $1.30@$1.35.

Agateware and Specialties: Lalance & Grosjean Mfg. Co., New York, under date of January 4, 1899, reaffirm for the present quotations on their goods previously announced:

Agate Nickel-Steel Ware	40&10%
Pearl-Agate Ware	40&10%
Blue and White Ware	40&10%
White and White Ware	33⅓&10%
Peerless Ware	70%
Flint E ameled Ware	Net
Sinks	55%
Potato Friers	25%

Terms, 60 days or 2 per cent. cash 10 days.

Rubber Belting, Hose, etc.: The Boston Belting Co., Nos. 256–260 Devonshire Street, Boston, Mass., under date of January 2, 1899, make the following quotations for current business:

Belting, "Boston"	50&10%
" "Imperial," Stitched	40&5%
Hose, "Boston"	50&10%
" "Niagara"	60&10%
Packing, Rubber, "Boston"	60&5%
" S. V. "Excelsior," pure, 70 cents per pound	30&5%

Prices, subject to change without notice.

Shot: Increasing advances on lead compel the Eastern manufacturers of shot, under date of December 28, 1898, to return to prices previously prevailing, as follows:

Drop Shot, sizes smaller than B,	25	lb. bags,	$1.25	per bag;	5	lb. bags,	30c. per bag
" B and larger sizes,	"	"	1.50	"	"	"	35c. "
Buck Shot,	"	"	1.50	"	"	"	35c. "
Chilled Shot,	"	"	1.53	"	"	"	35c. "
Dust Shot,	"	"	2.00	"	"	"	50c. "

Terms—Net cash, 30 days, or 2 per cent. discount will be allowed for cash remitted within 10 days of invoice date. Discounts on ton lots as usual. Freight equalized with Philadelphia and Baltimore.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, under date of December 29, 1898, quote as follows: In lots of less than 5 barrels, 42 cents per gallon; in lots of 5 barrels or more, 41 cents per gallon. The 5 barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw; Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

Hammers and Edge Tools: Fayette R. Plumb, Inc., Philadelphia, Pa., under date of January 2, 1899, are sending the following notice to the trade:

Owing to the recent advances in Iron, Steel, Grindstones, Fuel, Oil and other supplies, we are compelled to withdraw all outstanding quotations.

Our new discount sheet will be ready for distribution about January 10th.

Trusting to have the pleasure of receiving your future favors, we remain Yours, very truly,

FAYETTE R. PLUMB, INCORPORATED.
Fayette R. Plumb, President.

THE PITTSBURG TRADE.

Inventories have been taken, and in a few days the figures will show the result of last year's business. Whatever it may be, we look forward to the coming year as an improvement on the past. The optimist is the only business prophet tolerated at present, and certainly the signs are all on the side of good business for 1899. As is usually the case, the smaller amount of business to be had during the depression was sought for the more eagerly, and prices already low enough were cut still lower in hope of inducing orders. That time is past. Demand will be large this year, and manufacturer, jobber and retailer, each being entitled to a fair remuneration for the part he takes in the economy of business, will ask and receive a fair profit.

If there are any merchants who have been in business during the past five years who do not take advantage of the opportunity afforded them this year, experience, generally accredited as a good teacher, has had no influence on them.

Two of our prominent manufacturers, John W. Chalfant and W. Dewees Wood, have passed away within the last few days; they were both active and influential men in our community and will be missed. Both have had long and honorable careers as Pittsburg manufacturers.

Traveling men are posting up and will take the road in a few days. From applications for situations made within the past month by travelers in rival cities, we feel satisfied Pittsburg is holding her own in competition, the stocks carried and service given in quick execution of orders being appreciated by the trade.

LOGAN GREGG HARDWARE CO.

THE KANSAS CITY TRADE.

With clean shirt and collar, an annual event; shoes shined, face shaved, desk dusted, cleaned and straightened out; 1898 files all removed to the vault, with no error so far in writing it 1899, we enter upon the future which is before us, having left the past, which is behind us.

Permit us to greet one and all with sympathetic cordiality. We love our friends and admire our enemies'—nerve. We enter the new year hopefully indeed. None of us are seventh sons of any son, born with a veil or smoking jacket, hence we are not competent to venture upon prophecy.

Unless, commercially speaking, we have that "dry weather," in which it is said all signs fail, the new year at our doors will cross the portals into 1900 as the best of its past seven or eight predecessors. We are cordial enough in our sense of fellowship to embrace all our esteemed competitors in a general round of felicitations, and trust that our respective businesses may assume colossal proportions in profit, volume and satisfaction. And, so it would we think, if only our esteemed (?) competitors from Cutthroat and Giveitaway and Dontcareacuss would only exercise in their business the same common sense we try to put in ours!

But there's the rub. Perhaps they think, too, if only those infernally low-down, miserably equipped pirates and brigands down there in Kansas City would exercise the sense sufficient to tell a man to get in out of the wet, that all of us could increase our profits at least .00750 per cent. and venture upon a trip to Paris in 1900, despite the fact that the people who manufacture tin plates, screws,

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shovels, coal oil, matches, porous plasters, beer, tobacco, ice cream, shirts and collars, "sox" and "crax," and so on down a line of the necessities of life, seemingly propose to gather up the earth and foreclose upon their various equities. In principle these people are "expansionists" of the radical sort. Any "expansion" of profit which our combined wealth can earn with the restrictions of competion and natural trade laws, hampered or eliminated, is perfectly justifiable so long as it is legal, and when it becomes outlawed it is still dominant through evasions which law cannot touch, and which only can be affected by a change in the moral, temporal, spiritual ethics which go to make up trade civilization.

This writer is an optimist. His convictions on questions of morals, legislation, etc., are firm, yet flexible; pronounced to a degree touching the right, as he sees it, yet anxiously willing to be freed from error. Matters of grave import come up in the details of this life, and few have more concern in them than the business interests of the world.

In the judgment of this writer, the thought of restraining by *law* that which concerns the realm of heart and mind life, the moral sensibilities, is practically a fallacy.

We can never expect a political revolution, and this involves the features of government to which I refer, until we have passed from glory unto glory, as St. Paul spoke of, up through successive moral reformations. In other words, politically, just laws are the growth of morally just conceptions.

We are the school masters of the future. We ought to know by this time that the proper age at which to commence educating our children is fully fifty years before their birth.

Shakespeare makes a character in King Lear say:

"To wilful men, the injuries that they themselves procure, must be their own schoolmasters."

The Psalmist has said that "Fools, because of their transgressions and iniquities, are afflicted."

The poet has said:

"Evil is wrought by want of thought
As well as by want of heart."

The world needs expansionists. From the tone of some of the public press you would imagine an epoch of disaster was about to confront us, and we would better give way to ignorance than to assume "imperialism." Let ravishment of mental, religious, physical, industrial attributes and acquirements under the fostering care of Spain or Russia or France or anybody on earth *except ourselves*, continue. We are not to concern ourselves with our brothers' welfare. Reason, righteousness, judgment, government—let these matters be attended to by nations farther advanced than are we. Let it be said right here that the surest road to moral darkness is through the neglect of moral convictions. A people or an individual pursuing such a course will soon be led to an admiration of their own indifferent wickedness, because the cause and effect are both relics of barbarism.

Down here in Kansas City we hear some say that for the United States to have freed a lot of "niggers' and "savages" and then to assume any moral obligation for their betterment, is a suicidal policy, and dire disaster and ruin can be the only result. Bosh! Students of history and everyday economics know better. Freeing "niggers" and "savages" may not be an exalted occupation, forsooth, since it cost us about two hundred millions to do it. What was the cost of the Rebellion? Did it pay? Could it have been done cheaper—could it have been averted?

These anti-expansionists are not deep thinkers along the line of providential dealings or events of the world's history.

They glory in Abraham Lincoln, the Republican party; they laud Grant, Sherman, *et al*, as the liberators of the slaves, the preservers of the Union. Yes, they were connected with such events just as thunder follows the frenzied course of the thunderbolt. Neither Abraham Lincoln nor the Republican party freed the negroes. It was Progress. Born with the morning stars, she has always been at work in the world, and as if only yesterday she came with moral convictions into enlightened, convicted hearts, and Liberty has three more stars to glisten in her crown. The poet who sang,

"Out of the darkness of the night, the world rolls into light,
It is daylight everywhere,"

was premature, but princely.

Not long since, a speaker in Kansas City, reviewing the events since February 15, 1898, said: "This is God's year. It was a striking thought. Men by the million may assail Progress. More millions may seek to hinder the "Coming Day;" to all such, this sentiment may be the rock on which they can defiantly hurl their anathemas, ecclesiastical, political, social, financial:

"Hammer away, ye hostile bands;
Your hammer breaks, God's anvil stands."

GILLE HARDWARE & IRON CO.

THE INDIANAPOLIS TRADE.

Our salesmen begin the year full of enthusiasm, and with the determination that they will not be outdone by their competitors in endeavoring to serve their friends, i. e., their customers, more acceptably than ever before.

Our bicycle department is receiving especial attention. While we expect to sell many low priced wheels, we anticipate a large demand for our Ben-Hur. Our opinion is based upon the idea that the rider of a low-grade wheel will not purchase a second one. Not only because he can to-day buy the best at the price of the lower grade two or three years ago, but because he realizes he was extravagant in attempting to save money in the first cost of his former purchase. VAN CAMP HARDWARE & IRON CO.

THE ST. PAUL TRADE.

The business for the year 1898 is now closed, and whatever the results are, we must accept them. If mistakes have been made, it is useless to consider them except so far as we can profit in the future by the experience gained, in trying to avoid their repetition. If success has crowned our efforts, we have already experienced the satisfaction derived from it, and can only look forward to "fresh fields to conquer."

We believe the general expression is that the past year has been a satisfactory one in its results. We believe that the general feeling now is one of hopefulness for the coming year. We have experienced so many years of weakness in prices and a continually declining market, that it is hard to realize that any other condition can exist, but certainly the indications now are that the reverse may be expected. A firm market means improvement, and an advancing market means prosperity.

C. W. HACKETT HARDWARE CO.

THE CLEVELAND TRADE.

One of the most serious difficulties that prevents successful organizations among retailers, is the unfriendly feeling among competitors. The feeling that exists in many places is a real menace to business interests. Friendship between those engaged in the same line of business, is a benefit to all.

Honorable men stoop to detestable acts against their competitors, and justify themselves with the supposition that business is war.

Anyone who has observed the effect of such action, easily sees that it is suicidal. Many men fail to secure respect for themselves in the community, because of their treatment of their competitors. Everybody understands the motive, and it results in a benefit to the one it is intended to injure.

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for holding together enclosures, Mss., etc., is the only one that can be used over and over again. After fastening together a thick bunch of papers, it will be just as effective next time on a thin one. Retails at 15 cents per box of 100. . . .

SPECIAL PRICE TO THE TRADE.

CUSHMAN & DENISON, 159 Ninth Ave., New York.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

Stanley's Adjustable Circular Plane.



This Plane has a Flexible Steel Face, which can be easily shaped to any required arc, either concave or convex, by turning the Knob on the front of the Plane.

No. 113. Adjustable Circular Plane, 1⅝ in. Cutter, $4.00

The Canadian Tariff.

The new Canadian tariff does not appear to have affected exports from the United States to the Dominion. That measure, enacted in 1897, provided that goods entering Canada from Great Britain and her colonies should enjoy a tariff rate 25 per cent. less than that collected on goods from other countries, one-half of that reduction going into effect on August 1, 1897, and the remainder on August 1, 1898. The exportation from the United States to Canada has, therefore, since August 1, 1898, been made under whatever of disadvantage the new discriminating rates of that tariff afford. It is therefore interesting to compare the figures of the exports to Canada since that date, both with those of the corresponding months of 1897 in which only one-half of the discriminating rate was in operation, and with those of 1896 in which no discriminatiug rate existed. The figures of the Treasury Bureau of Statistics, covering the details of the export trade are now available for the months of August, September and October. They show that during those three months of 1898 in which the full 25 per cent. tariff reduction in favor of Great Britain and her colonies was in operation, exports from the United States to Canada were larger than in any corresponding three months in the history of our commerce with that country. In fact the exports from the United States to Canada have never shown more rapid gains than since the enactment of the new Canadian tariff, giving to imports from Great Britain and her colonies advantages over those from the United States.

In the first three months of its operation in 1897, in which the discrimination in favor of goods from Great Britain was but 12½ per cent., exports from the United States to Canada increased nearly $4,000,000 compared with the corresponding months of 1896, against an average gain of $2,500,000 in corresponding periods of earlier years. In August, September and October, 1898, however, which were under the full operation of the new law, the increase over the corresponding months of 1897 is more than $5,000,000. The total exports from the United States to Canada in August, September and October of the present year under whatever of disadvantage the new law in its full operation affords, are nearly 50 per cent. in excess of the corresponding months of 1896, and practically double those of the corresponding months of 1894.

"Export" English as "She is Wrote."

Manufacturers who wish to do an export business must have their circulars and catalogues translated into foreign languages, but care should be taken that the translator is not only a good linguist, but also an expert in the particular business to which the documents to be translated refer. Otherwise the translation is apt to be a matter of ridicule to those to whom it is sent. We cannot well give an instance to show how an English circular might be translated into bad German, for example, but the London *Engineer* gives us the following illustration of a translation from another language into English, which is probably no worse than many translations from English:

"We pique ourselves," says the circular, "on making you known that the sale of the ——— has, by us, undertaken. This preparated, exclusively arranged by some vegetables, is entirely spoiled about something hurtful to the steam boiler blades. By our preparated every calcareous substances in neutralized, reduced it to power, and at the same time steam boiler blades are conserved from the usual corrosion, not only, but the ebullition is totally avoided, as it appears about some very interesting experiments, which have been made in several establishments." In conclusion the circular adds: "To be willing, this preparated may be decomposed."—*Engineering News.*

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WE make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**

Catalogue on Application.



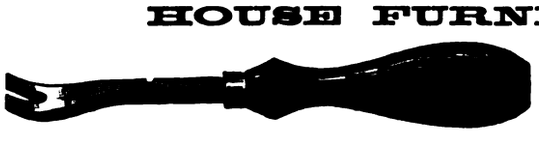
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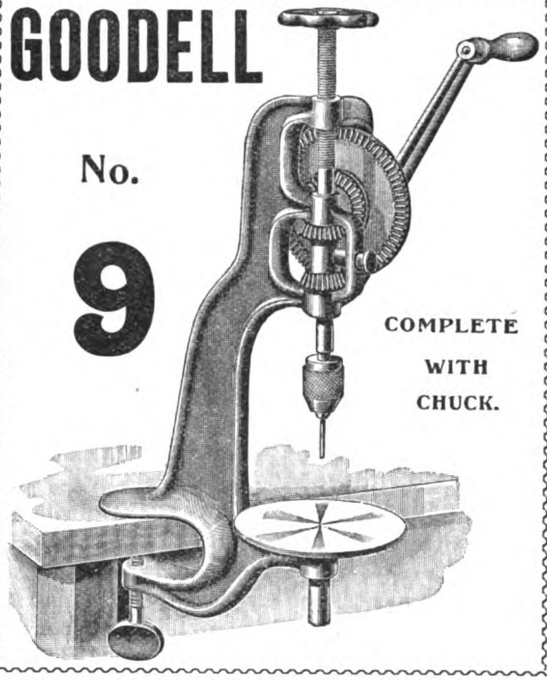
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NEW YORK OFFICE,
124 Chambers St.

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No. 9



COMPLETE WITH CHUCK.

Every Hardwareman

should have for use in his own store one of these machines.

LIST $8

Chuck Patented August 13, 1895.
Also Patented March 31, 1896.

Three Jawed Chuck 0 to 3/8 in. Cut Gears, Two Speeds, . . . Adjustable Table, Solid Iron Frame, 4 in. Feed Run, Drills to center of 6 in. circle, Extreme height from bench, with feed screw raised, 19 in. . . . .

If you buy one you will have to buy more. . .

Made by . . .

Goodell Brothers Company,

GREENFIELD, MASS., U. S. A.

Plated Sheet Aluminum.

Wachwitz has invented a process for plating sheet aluminum, which is said to remove the difficulties heretofore connected with the working up of aluminum. Copper-plated sheet aluminum can be worked up like copper plate, and can be soldered, folded, tinned, nickel-plated, etc. The copper adheres in a thin layer on the aluminum, so, hardly any increase in weight is caused, and the coherence of the two metals is such that no separation ensues on rolling or stretching. The plating also renders the aluminum more resisting to bending, to blows and knocks. Copper-plated aluminum wires, which can be readily silvered and gilded, are likely, under the above suppositions, to gain importance in the wire industry and electrotechnics. As regards the latter, it is very important that aluminum is non-magnetic and possesses great conducting power for heat and electricity.—*Dampf.*

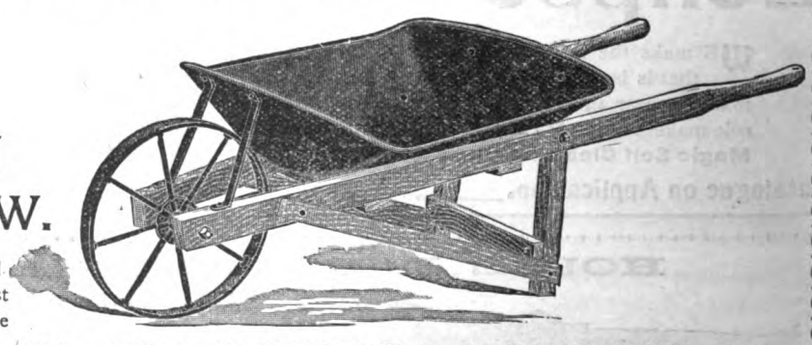
Trade with Cuba.

Now that the chief ports of Cuba are again open to the commerce of the United States and under conditions in which discriminations in duties and otherwise in favor of Spanish products and merchandise no longer exist, interest is revived in the new market which these conditions offer to the producers and manufacturers of the United States.

The tables prepared by the Treasury Bureau of Statistics, relating to the commerce of Cuba, are of especial interest in this connection. One of these shows the imports from Spain into Cuba by leading articles in 1893, the year of Cuba's greatest prosperity and greatest imports, and in 1896, the latest available data. The other shows the imports from the United States into Cuba in 1893, the year in which, under reciprocity, our greatest sales to that island were made, and in 1897. The imports into Cuba during the decade have ranged from 45 million dollars in 1890 upward to nearly 65 million dollars in 1893, then downward again until they nearly touched 40 million dollars in 1897, and omitting the imports for the Spanish army doubtless fell materially below those in 1898. About four-fifths of these imports were from Spain and the United States, and of that four-fifths, a little more than one-half came from Spain owing to the heavy discriminations in favor of Spanish products in the customs duties imposed at the ports.

Cutlery for the Angola market must be cheap, plain, strong goods. In English goods the handles are rounded off, while in German and French makes they are almost rectangular. In pocket knives there is a large demand for a big knife with a single blade. Articles of the best possible quality only are required. In dessert knives the only brand is that with a black handle and a blade terminating in a triangular point. Short broad-bladed sheath knives are especially intended for sale to the natives.—*Ex.*

PAN-AMERICAN R.R. BARROW.



With Round Steel Spoke Wheel. The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.

Write THE KILBOURNE & JACOBS MFG. CO.

COLUMBUS, O., U. S. A.

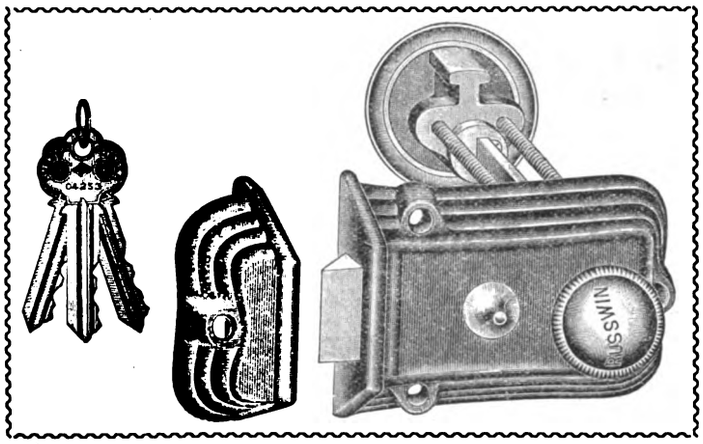
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Rim Night Latch, No. P1290.



Rim Night Latch, No. P1290.

ILLUSTRATION HALF SIZE.

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Wrought Steel Door Locks. "Easy Spring" Door Locks.

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Vulcanizers, Brazers, Cements, Enameling Ovens, Brazing Forges, Gasoline Torches, Varnishes, Air Drying and Baking Enamels, Repair Kits, Jifold Plugging Solution. General Bicycle Supplies for all.

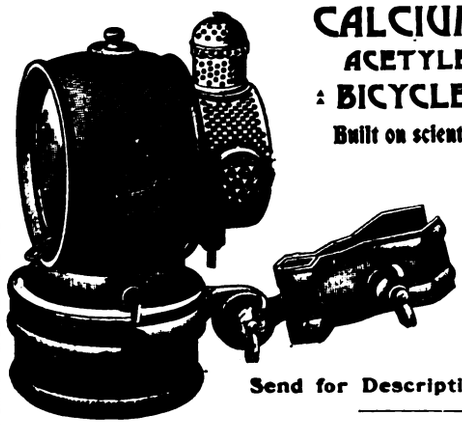
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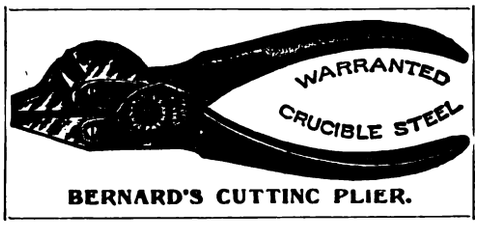
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THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer

QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

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Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark * ✠

Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
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Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

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HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

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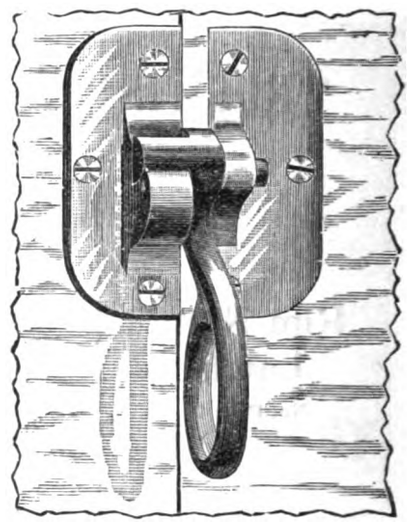
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The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



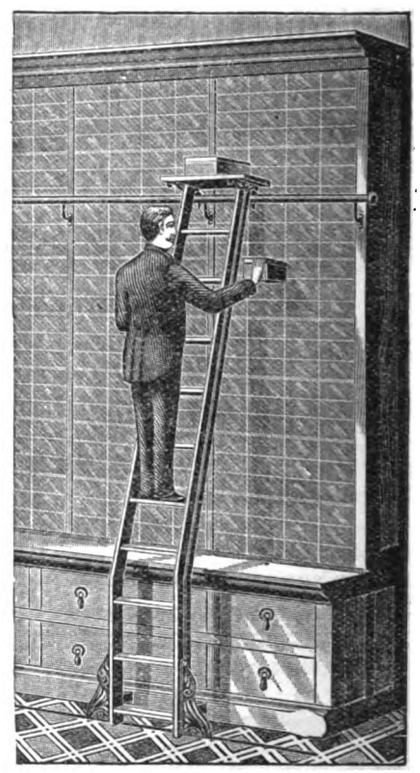
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P. J. CONROY,

Beware of Infringements. Paschall, Phila.

The Bicycle Step Ladder

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

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California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
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FOR 1899.

On request we will send our catalogues of White Lead, Paints, Colors, Varnishes and Brushes, together with a complete line of color cards, etc.

Merchants contemplating the addition of the above lines or who may wish to change from brands unsatisfactory are invited to write us and we will promptly have our representative call.

PLEASE REMEMBER that our name on a keg of White Lead, a can of Paint, Color, Stain, Putty or Varnish means that the material so marked is the very best of the kind made. WHEN YOU BUY be careful to ask for THE LAWRENCE BRAND and take no other, even if it is said to be "just as good." In this way you will always be sure of getting THE VERY BEST.

W. W. LAWRENCE & COMPANY,

Pittsburgh and Buffalo.

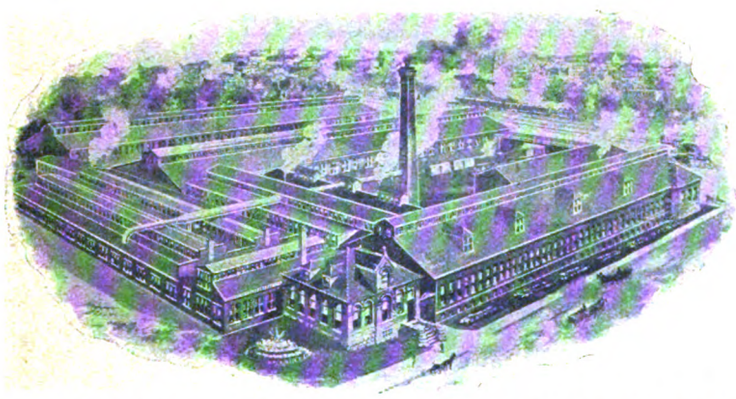


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Manufacturers of **MANILA and SISAL ROPE,**

HAY ROPE and HIDE ROPE.



LATH YARN and FODDER YARN.

OIL CABLES AND TRANSMISSION ROPE.

Write us for prices on specialties.

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THE NAME OF

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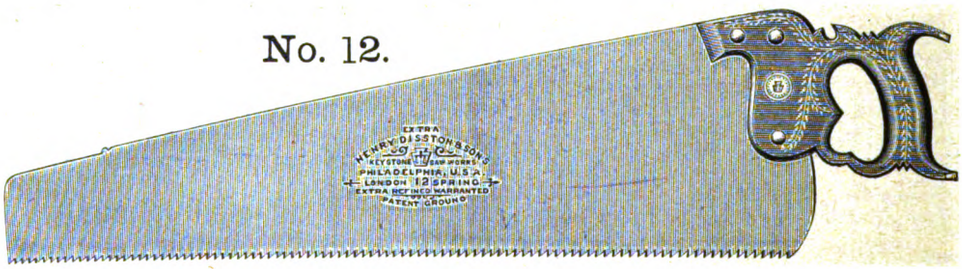
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SAWS, TOOLS AND FILES

Is a Recognized GUARANTEE of

UNEXCELLED QUALITY AND SUPERIOR WORKMANSHIP.

No. 12.



OUR STANDARD.

DISSTON FILES.....

Henry Disston & Sons.

Are manufactured from Crucible Steel, carefully forged and hardened, Teeth correctly shaped. They are the most durable file on the market.

FOR A PERMANENT TRADE STOCK DISSTON GOODS.

WRITE FOR OUR 1899 CATALOGUE.

HENRY DISSTON & SONS, INC.,

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Send Postal for FREE Sample Package...

GEM PATENTED. THE "GEM" PAPER CLIP for holding together enclosures, Mss., etc., is the only one that can be used over and over again. After fastening together a thick bunch of papers, it will be just as effective next time on a thin one. Retails at 15 cents per box of 100. . . .

SPECIAL PRICE TO THE TRADE.

CUSHMAN & DENISON, 159 Ninth Ave., New York.

IMPROVED Labor-Saving CARPENTERS' TOOLS.

STANLEY RULE & LEVEL CO.

New Britain, Conn.

SOLD BY ALL Hardware Dealers.

Stanley's Adjustable Circular Plane.



This Plane has a Flexible Steel Face, which can be easily shaped to any required arc, either concave or convex, by turning the Knob on the front of he Plane.

No. 113. Adjustable Circular Plane, 1⅝ in. Cutter, $4.00

The Canadian Tariff.

The new Canadian tariff does not appear to have affected exports from the United States to the Dominion. That measure, enacted in 1897, provided that goods entering Canada from Great Britain and her colonies should enjoy a tariff rate 25 per cent. less than that collected on goods from other countries, one-half of that reduction going into effect on August 1, 1897, and the remainder on August 1, 1898. The exportation from the United States to Canada has, therefore, since August 1, 1898, been made under whatever of disadvantage the new discriminating rates of that tariff afford. It is therefore interesting to compare the figures of the exports to Canada since that date, both with those of the corresponding months of 1897 in which only one-half of the discriminating rate was in operation, and with those of 1896 in which no discriminatiug rate existed. The figures of the Treasury Bureau of Statistics, covering the details of the export trade are now available for the months of August, September and October. They show that during those three months of 1898 in which the full 25 per cent. tariff reduction in favor of Great Britain and her colonies was in operation, exports from the United States to Canada were larger than in any corresponding three months in the history of our commerce with that country. In fact the exports from the United States to Canada have never shown more rapid gains than since the enactment of the new Canadian tariff, giving to imports from Great Britain and her colonies advantages over those from the United States.

In the first three months of its operation in 1897, in which the discrimination in favor of goods from Great Britain was but 12½ per cent., exports from the United States to Canada increased nearly $4,000,000 compared with the corresponding months of 1896, against an average gain of $2,500,000 in corresponding periods of earlier years. In August, September and October, 1898, however, which were under the full operation of the new law, the increase over the corresponding months of 1897 is more than $5,000,000. The total exports from the United States to Canada in August, September and October of the present year under whatever of disadvantage the new law in its full operation affords, are nearly 50 per cent. in excess of the corresponding months of 1896, and practically double those of the corresponding months of 1894.

"Export" English as "She is Wrote."

Manufacturers who wish to do an export business must have their circulars and catalogues translated into foreign languages, but care should be taken that the translator is not only a good linguist, but also an expert in the particular business to which the documents to be translated refer. Otherwise the translation is apt to be a matter of ridicule to those to whom it is sent. We cannot well give an instance to show how an English circular might be translated into bad German, for example, but the London *Engineer* gives us the following illustration of a translation from another language into English, which is probably no worse than many translations from English:

"We pique ourselves," says the circular, "on making you known that the sale of the ——— has, by us, undertaken. This preparated, exclusively arranged by some vegetables, is entirely spoiled about something hurtful to the steam boiler blades. By our preparated every calcareous substances in neutralized, reduced it to power, and at the same time steam boiler blades are conserved from the usual corrosion, not only, but the ebullition is totally avoided, as it appears about some very interesting experiments, which have been made in several establishments." In conclusion the circular adds: "To be willing, this preparated may be decomposed."—*Engineering News.*

HARDWARE is printed for men now on earth.

Eclipse CURRY COMBS

WE make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**

Catalogue on Application.



MADE OF THE FINEST Cold Rolled Steel and Brass. . . .

NEW YORK STAMPING CO.,

North Eleventh and Berry Streets,

Brooklyn, New York, U. S. A.

HOUSE FURNISHING SPECIALTIES.



TACK CLAWS, GIMLETS, KITCHEN CHOPPERS, ICE AWLS CARPET STRETCHERS, &c.

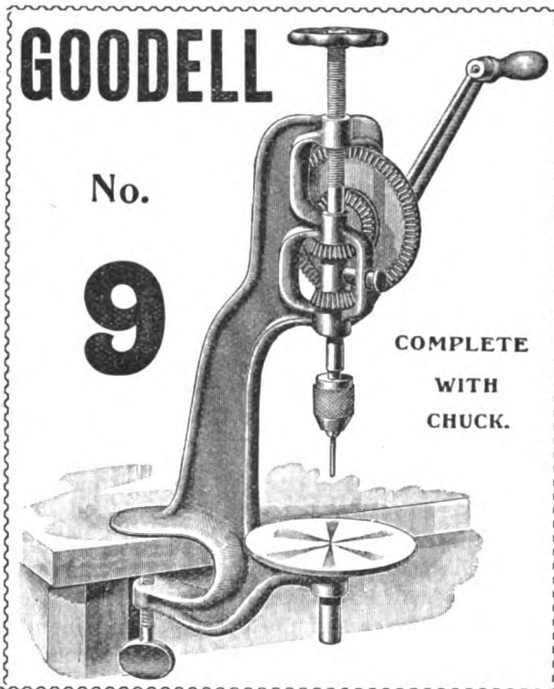
Send for Illustrated Catalogue.

W. W. PRYOR HARDWARE MFG. CO., Newark, N. J. NEW YORK OFFICE, 124 Chambers St.

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GOODELL

No. 9



COMPLETE WITH CHUCK.

Every Hardwareman

should have for use in his own store one of these machines.

LIST $8

Chuck Patented August 13, 1895.
Also Patented March 31, 1896.

Three Jawed Chuck 0 to 3/8 in. Cut Gears, Two Speeds, . . . Adjustable Table, Solid Iron Frame, 4 in. Feed Run, Drills to center of 6 in. circle, Extreme height from bench, with feed screw raised, 19 in. . . . .

If you buy one you will have to buy more. . .

Made by . . .

Goodell Brothers Company,

GREENFIELD, MASS., U. S. A.

Plated Sheet Aluminum.

Wachwitz has invented a process for plating sheet aluminum, which is said to remove the difficulties heretofore connected with the working up of aluminum. Copper-plated sheet aluminum can be worked up like copper plate, and can be soldered, folded, tinned, nickel-plated, etc. The copper adheres in a thin layer on the aluminum, so, hardly any increase in weight is caused, and the coherence of the two metals is such that no separation ensues on rolling or stretching. The plating also renders the aluminum more resisting to bending, to blows and knocks. Copper-plated aluminum wires, which can be readily silvered and gilded, are likely, under the above suppositions, to gain importance in the wire industry and electrotechnics. As regards the latter, it is very important that aluminum is non-magnetic and possesses great conducting power for heat and electricity.—*Dampf.*

Trade with Cuba.

Now that the chief ports of Cuba are again open to the commerce of the United States and under conditions in which discriminations in duties and otherwise in favor of Spanish products and merchandise no longer exist, interest is revived in the new market which these conditions offer to the producers and manufacturers of the United States.

The tables prepared by the Treasury Bureau of Statistics, relating to the commerce of Cuba, are of especial interest in this connection. One of these shows the imports from Spain into Cuba by leading articles in 1893, the year of Cuba's greatest prosperity and greatest imports, and in 1896, the latest available data. The other shows the imports from the United States into Cuba in 1893, the year in which, under reciprocity, our greatest sales to that island were made, and in 1897. The imports into Cuba during the decade have ranged from 45 million dollars in 1890 upward to nearly 65 million dollars in 1893, then downward again until they nearly touched 40 million dollars in 1897, and omitting the imports for the Spanish army doubtless fell materially below those in 1898. About four-fifths of these imports were from Spain and the United States, and of that four-fifths, a little more than one-half came from Spain owing to the heavy discriminations in favor of Spanish products in the customs duties imposed at the ports.

Cutlery for the Angola market must be cheap, plain, strong goods. In English goods the handles are rounded off, while in German and French makes they are almost rectangular. In pocket knives there is a large demand for a big knife with a single blade. Articles of the best possible quality only are required. In dessert knives the only brand is that with a black handle and a blade terminating in a triangular point. Short broad-bladed sheath knives are especially intended for sale to the natives.—*Ex.*

PAN-AMERICAN R. R. BARROW.



With Round Steel Spoke Wheel. The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.

Write THE KILBOURNE & JACOBS MFG. CO.

COLUMBUS, O., U. S. A.

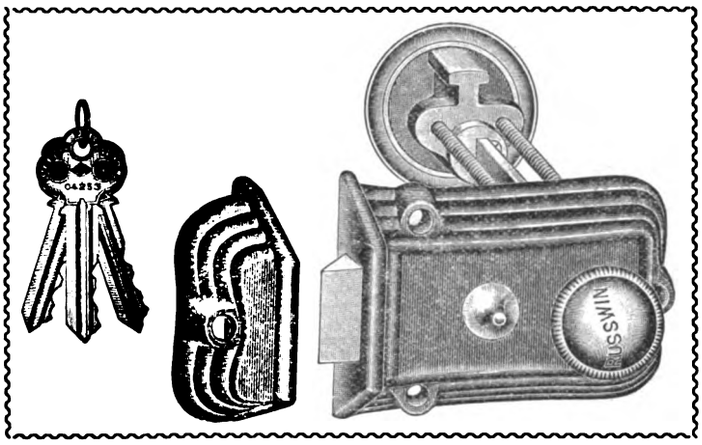
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RUSSELL & ERWIN MANUFACTURING CO.,

NEW BRITAIN, CONN. NEW YORK. PHILADELPHIA. CHICAGO. BALTIMORE. LONDON.

"RUSWIN" PIN TUMBLER CYLINDER DOOR LOCKS.

Rim Night Latch, No. P1290.



Rim Night Latch, No. P1290.

ILLUSTRATION HALF SIZE.

"RUSWIN" PIN TUMBLER CYLINDER DOOR LOCKS.
"Columbia" Cylinder Door Locks.
Wrought Steel Door Locks. "Easy Spring" Door Locks.

A SNAP FOR HARDWARE DEALERS.

"HIGH PRESSURE" BRAND IS KING.

Vulcanizers, Brazers, Cements, Enameling Ovens, Brazing Forges, Gasoline Torches, Varnishes, Air Drying and Baking Enamels, Repair Kits, Jifold Plugging Solution. General Bicycle Supplies for all.

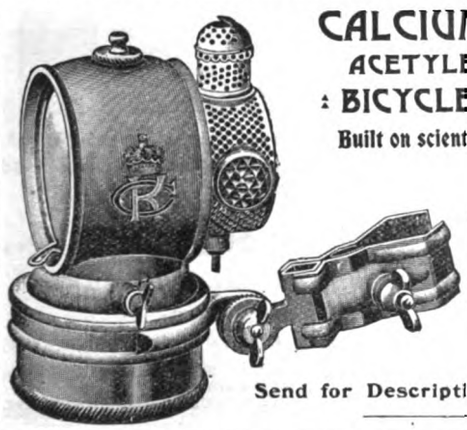
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ASK FOR "HIGH PRESSURE" BRANDS ALWAYS.

Call and see us. Catalogue Free.

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ACETYLENE GAS
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CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

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too poor refrigerators. Why not try something with an up-to-date style and finish and the latest patent specialties; . . something that will make money for you; in short, why not try

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THE Baldwin?

125 VARIETIES. • • • SEND FOR CATALOGUE.

The Baldwin Refrigerator Co., BURLINGTON, VERMONT.

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But in all the wide, wide world with its remarkable achievements in the manufacturing line, there is as yet no make of

SILVER PLATED WARE

that can rightly lay claim to having reached the height of perfection attained in the . . . . . .

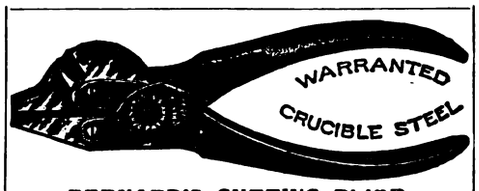
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Made only by us.

WM. ROGERS MFG. CO.,

Main Office & Salesrooms:
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PHILADELPHIA,
506 Commerce St.



BERNARD'S CUTTINC PLIER.

Makers of the Largest Line of

PLIERS.

Write for 1898 Catalogue.

....THE....

Wm. Schollhorn Co.,

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THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer

QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
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Its Corporate Mark

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

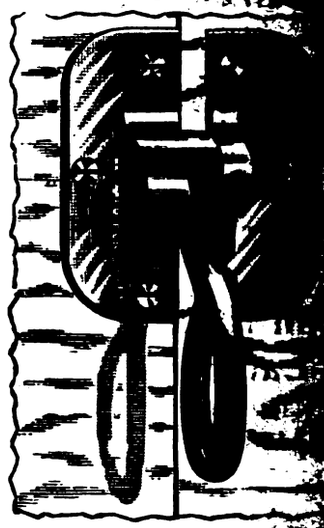
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WEBSTER & HORSFALL,	PIANO AND STEEL WIRE OF ALL DESCRIPTIONS

Proprietors of the following brands of Cutlery:

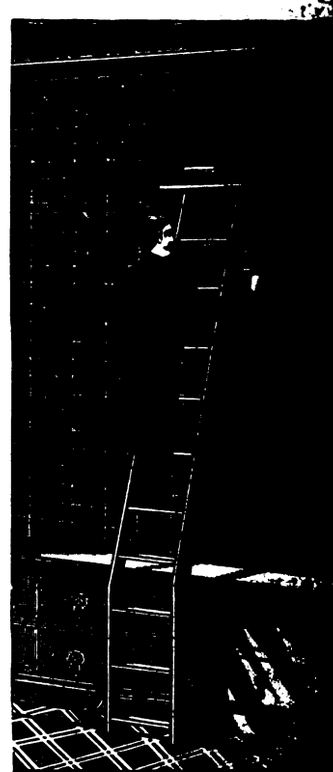
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The CONROY PAT
Refrigerator F
The only Practica



Manufactured and sold to the trade
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Beware of Infringements. Pas

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The newest, neatest, simp
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World's Fair. Write us.

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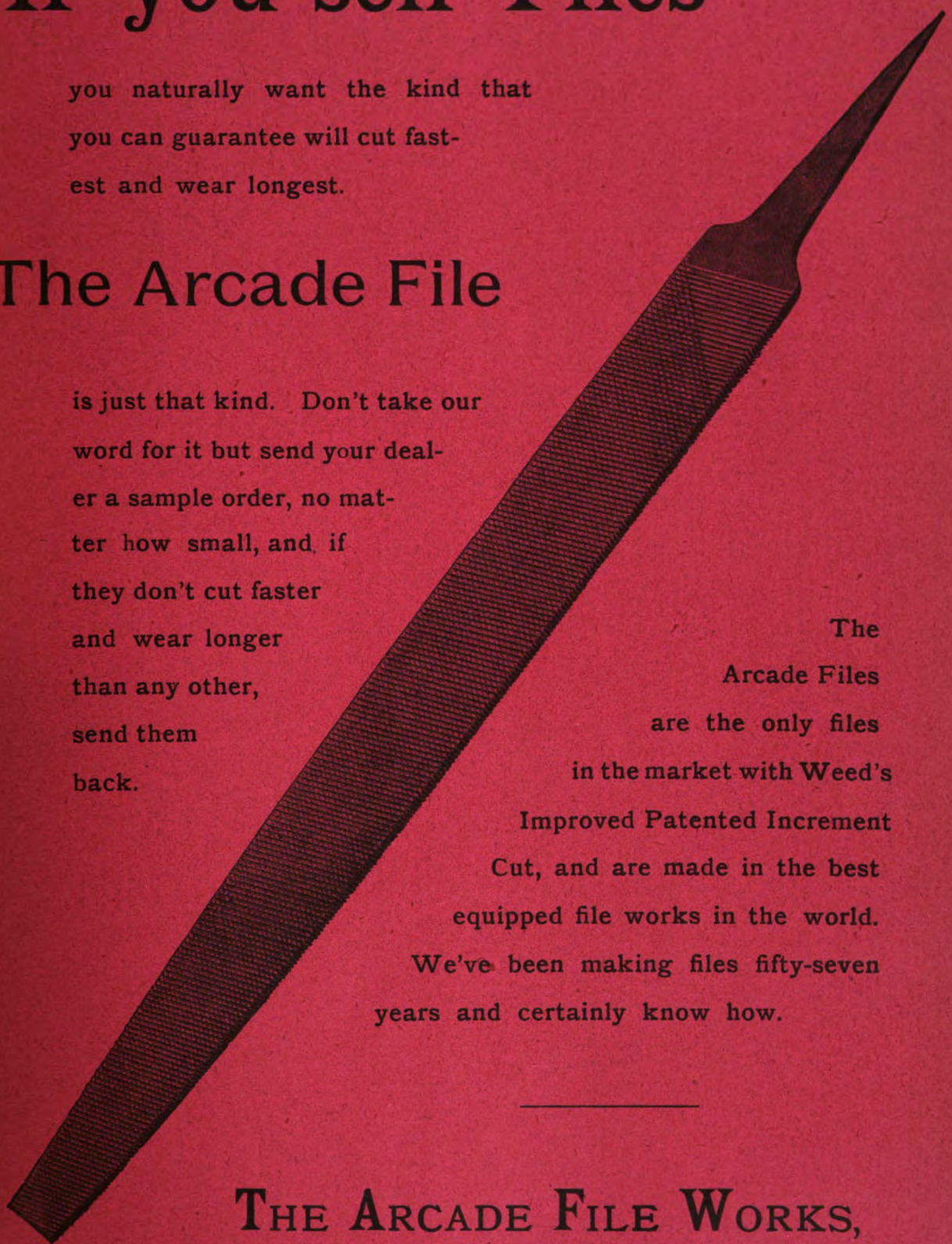
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you naturally want the kind that you can guarantee will cut fastest and wear longest.

The Arcade File

is just that kind. Don't take our word for it but send your dealer a sample order, no matter how small, and if they don't cut faster and wear longer than any other, send them back.



The Arcade Files are the only files in the market with Weed's Improved Patented Increment Cut, and are made in the best equipped file works in the world. We've been making files fifty-seven years and certainly know how.

THE ARCADE FILE WORKS,

ESTABLISHED 1842.

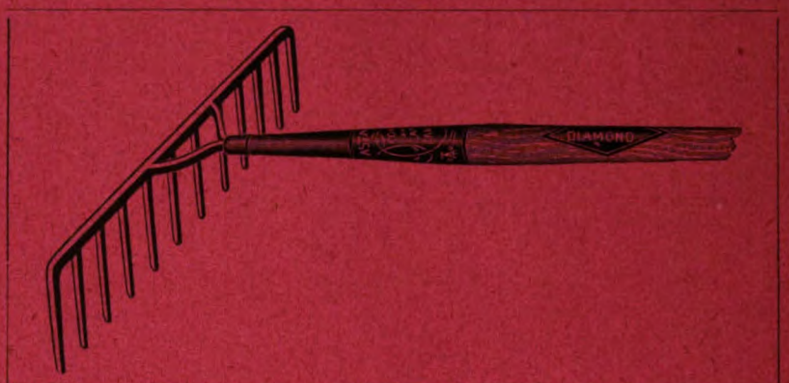
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BRACE RAKE ALL ONE PIECE OF STEEL.



WELL MADE. ACCEPTABLE PRICES.

THE ASHTABULA TOOL Co.,

See illustrated article on page 34, "The Making of Forks." . . .

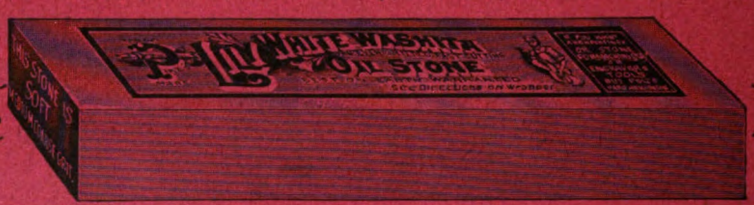
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BEST ON EARTH.



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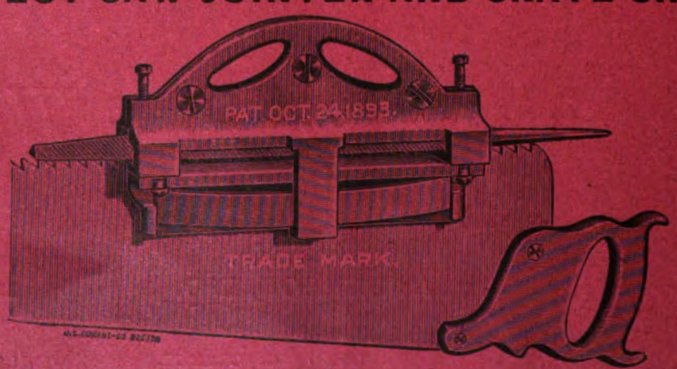
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THE PERFECT SAW JOINTER AND SKATE SHARPENER.

ADJUSTABLE TO ANY SAW.

Two tools that will be found in the kit of every up-to-date mechanic if he can get them.

Good Profit to the Dealer.



USES ANY KIND OF A FILE.

We have other good sellers. Can interest you with our prices on Belgian and German Razor Hones. Largest stock in America. . . .

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FULLY EQUIPPED FOR 1899.



With a full and complete line of Gasoline, Vapor and Evaporating Stoves; Blue Flame Oil Wick and Wickless Stoves; and Gas Ranges.

We call special attention to our new

"CRESCENT" VAPOR STOVE,

which for durability, simplicity and absolute safety, is unsurpassed; no drip-cup; lights instantaneous; side feed, and removable tank. The stove of the future!

Send for Catalogue and further particulars

The Dangler Stove & Mfg. Co.,

.... CLEVELAND, OHIO.

DRILLS to Drill Holes.



$6.00 to $65.00

List Price.

Adapted to use of Blacksmiths, Wagon Makers, Bicycle Repairers and Manufacturers that do Light Drilling. . . .

3 Sizes Advance Drills HAND OR POWER.

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19-inch Post Drills

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Drill, No. 1½, ight, 55 lbs., - - $6.00.

Lever and Screw Feed. Round or Square Base.

Every Drill made of good material and properly machined and put together.

EVERY DRILL GUARANTEED.

CORRESPONDENCE SOLICITED.

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AUTOMATIC

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ALBANUS L. SMITH & CO.,

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The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.



There are others, but none like or equal to the Centennial. It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.

Manufactured only by

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THE CODLING MFG. CO.,

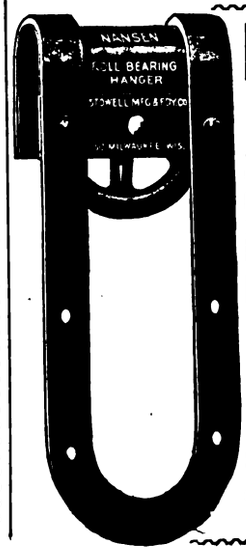
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Manufacturers of . . .

COMPRESSED CORK GRIPS.

LINED OR UNLINED.

All Sizes With every style of tip.



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is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.

No. 4. per doz. pairs, $15.00.

No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,

So. Milwaukee, Wis.

The . . . "ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.

The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

Benefits Greater Than Ever Before.

Nicholson File Co., Providence, R. I., [*Files*]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are greater than ever before.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Albany, N. Y.—J. W. Mathews & Co.; principal office, Newburgh. Hardware. Authorized capital, $200.000. Paid in, $2500. Incorporators: J. W. Mathews, W. K. Leech, E. Stocken, Newburgh.

Augusta, Me.—The Brooks Hardware Co. has been incorporated by A. W. Brooks, E. A. Fussey and J. D. Newman. Capital stock, $18,100. Succeeds to S. S. Brooks & Co.

Clio, Mich.—The Clio Hardware Co.; to deal in farm implements and general Hardware. Authorized capital, $5000; paid in, $5000. Incorporators: J. R. Sissins, L. W. Willett, F. S. Kent, Clio.

Colfax, Wash.—The Colfax Implement Co. has been incorporated by A. Kuhn, J. Henford and L. D. Woodward; to deal in farm machinery. Capital stock, $10,000.

Gainesville, Ga.—Loudon Hardware Co.; capital, $50,000. Purpose of the corporation is to engage in the Hardware and implement business. Incorporators: John P. Loudon, Mute Darnell, J. N. Nislar, of Gainesville, and J. N. Maxwell and F. B. Jones, of Dallas.

Johnson, Wash.—The Libby Hardware & Mfg. Co. has been incorporated by G. F. Libbey and E. S. Libbey; to deal in Hardware and manufacture tinware. Capital stock, $5000.

Juda, Wis.—C. H. Hall, Hardware, sporting goods, etc., opening up store.

Keene Valley, N. Y.—E. S. Kemp.

Kinston, N. C.—B. W. Canady and H. E. Moseley have formed a partnership in the Hardware business of Mr. Canady, to take effect as soon as the inventory is taken in January.

Milwaukee, Wis.—The John Droegkamp Co., to deal in Hardware, has been incorporated by John, Herman, J. William and Henry Droegkamp. The capital stock is $12,000.

Montrose, S. D.—F. E. Smith, Hardware, sporting goods, etc., opened up store.

New Haven, Conn. — The Bronson & Townsend Co., incorporated by J. W. Townsend, W. W. Bronson and G. H. Bishop; to deal in Hardware. Capital stock, $24,000.

Santa Clara, Cal.—The R. Menzel Hardware Co., general Hardware business. Authorized capital, $10,000; capital subscribed, $10,000. R. Menzel, Henry A. Menzel, Ellen Menzel, George Menzel, Santa Clara; Annie B. Welch, Oakland.

Westminster, Md. — The Westminster Hardware Co. has been incorporated to conduct a mercantile business. Capital stock, $20,000.

Changes and Improvements.

Arrow Rock, Mo.—Spence & Sutherlin, Hardware, agricultural implements, etc., closing out.

Charlotte, Mich.—J. L. Collisi, Hardware, sporting goods, etc., succeeded by Chapin & Rue.

Clarinda, Iowa.—W. J. Cross has sold his one-half interest in the Hardware store of Planck & Cross to his partner, N. A. L. Planck, who will conduct the business as heretofore.

Colorado Springs, Colo.—G. S. Barnes & Son will erect a handsome building on Pike's Peak Avenue, just east of the Mining Exchange. It will be used mainly as a warehouse by this Hardware firm.

Cornprior, Ont. — Sam Douglas, Hardware merchant, has decided to dispose of his business here and remove to the Northwest.

DeWitt, Ark.—Norman & Branstetter, Hardware, succeeded by Norman, Branstetter & Willey.

East Machias, Me.—Elbert E. Wiswell, Hardware dealer, is remodeling his shop by putting on an addition of twenty feet and making it into a two and a half story building.

Fairfield, Iowa.—J. R. Speck, Hardware, succeeded by Speck & Patterson.

Grand Forks, N. D.—Kneeland & Pritchard, Hardware, stock purchased by Thomas Beare, who will open a big Hardware store here immediately.

Hillsboro, Texas.—The Hardware firm of J. C. Burkhalter has been purchased by Oldham, Turner & Co.

Hopkinsville, Ky.—Forbes & Bro., Hardware, sporting goods, etc., are erecting new storeroom adjoining their present establishment.

Kansas City, Mo.—The Nichol Hardware building on South Main Street, which was badly wrecked by fire a short time ago, is being put in repair.

Kendrick, Idaho.— McCrea Bros. & Co. have purchased the brick block on the corner of Second and Main Street, and will occupy it with a large stock of Hardware.

Lake Charles, La.—The Murray-Brooks Hardware Co. will build a warehouse, two stories, frame and corrugated iron.

Mansfield, Ohio.—A half interest in the Remy Hardware Co., owned by W. A. Remy and George W. Bennedict, has been sold to Frank and Oren Bare, of Middletown, Ohio.

Mobeetie, Tex.—Montgomery & Exum, Hardware, sporting goods, etc., succeeded by Exum & Jones.

Monona, Iowa.—Rufus G. Kingsley, agricultural implements, succeeded by Kingsley & Hupfer.

Muskegon, Mich.—The Towar Hardware Co. have purchased the Frank Alberts Hardware stock.

Business Embarrassments.

Bowling Green, Ohio.—Wm. N. Sidlinger, Hardware, has assigned. Liabilities, $3644.18.

Exeter, N. H.—Getchell & Taylor, Hardware, reported to have made an assignment.

Georgetown, Tex.—The Chapman Hardware Co. has been placed in the hands of a receiver. B. A. Strange has been appointed receiver.

Mansfield, Texas.—C. Olney Walton, dealer in Hardware, has made an assignment to John Smither, for the benefit of his creditors. Liabilities between $3000 and $4000; assets approximate $3000.

Montreal, Can.—A. Palascio, Hardware merchant, has assigned, with liabilities of $228.000.

Paris, Tex.—J. A. Wallace, Walter Wallace and J. E. Wallace, formerly engaged in the Hardware business at Sherman, under the firm name of Wallace & Co., have filed petition in insolvency.

Springfield, Mo.—The Weaver Hardware & Stove Co. of this city have made an assignment to George A. McCallum. The firm says its liabilities are $189,000, and assets about the same.

Woodbine, Kan.—J. W. Gillett, Hardware dealer, has made an assignment.

Fires in Hardware Stores.

Fall River, Mass.— Callahan, Daley & Co.'s Hardware store has been destroyed by fire. Loss, $10,000.

Galt, Iowa.—A. Richards' Hardware store has been destroyed by fire.

Lexington, Ky.—The Hardware store of L. P. Milward has been burned, involving a loss of $8500.

Manchester, N. H.—Joseph H. Wilson's Hardware store has been destroyed by fire.

Mantua, Ohio.—Root & Brainerd's Hardware store has been destroyed by fire.

New Orleans, La.—A fire caused by the explosion of an oil lamp occurred in the one-story frame building, No. 403 Seguin Street, corner Eliza Street, Algiers, owned and occupied by Luke Gillen as a Hardware and toy store. The show window was nearly wrecked. The stock and show window were damaged to the amount of $200.

North Baltimore, Ohio.—Jefferson Richcreek's Hardware store has been destroyed by fire.

Paterson, N. J.—H. W. Wills & Co.'s Hardware stock has been damaged to the extent of $3000.

Quincy, Ill.—R. C. Gunther, Hardware store, badly damaged by fire.

Shelby, Ohio.—The warehouse of Seltzer & Steele, Hardware dealers, has been destroyed by fire.

Washington, D. C.—The Barber & Ross building, at the southwest corner of Eleventh and G Streets, northwest, has been destroyed by fire. The damage is rudely estimated at $50,000.

Burglaries in Hardware Stores.

Attica, Ohio.—J. B. Strandler, $50.

Brownsville, Tenn.—Hertz & Hofritcher, revolvers.

Detroit, Mich. — Caspar Gnau & Co., revolvers.

Ottumwa, Ia.—W. H. Keating & Co., $75.

Pascoag, R. I.—J. H. Smith, $6.

Salida, Colo.—George Sullivan, $150.

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MANUFACTURERS' AGENTS FOR

General Woodenware,

BROOMS,	*SCREEN DOORS,*	*LINOLEUM,*
BRUSHES,	*WINDOW SCREENS.*	*MATTING,*
BASKETS,	*WASHING MACHINES,*	*RUGS,*
REFRIGERATORS,	*CLOTHES WRINGERS,*	*CORDAGE,*
SNOW SHOVELS,	*HAMMOCKS,*	*TABLE OIL CLOTH,*
FLOOR OIL CLOTH,	*BICYCLES,*	*ICE CREAM FREEZERS.*

Possessing ample facilities, in their new location covering nearly a whole block, they are enabled to carry the largest stock of goods in this line known to the trade.

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Never sticks the Throttle.

The Original Ring Packing.

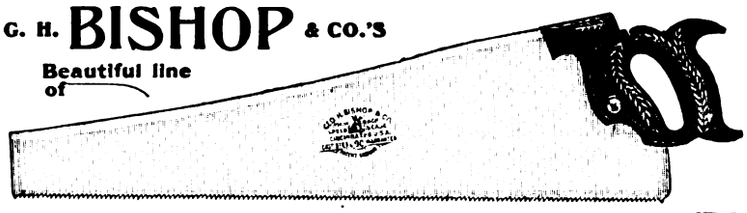
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SPIRAL SCREW-DRIVERS The most complete and best finished line in the world, consisting of . . . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.



No. 1, Length without Bit, Spiral extended, 16¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 16½ in., closed 10½ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Ambler, Fla.—The Ambler Asbestos Air Cell Covering Co. has been incorporated by E. W. Phillips, H. V. Eversham, R. V. Mattison, F. J. Gast and G. R. Wallace; to manufacture heat-saving and fireproof coverings. Capital stock, $25,000.

Camden, N. J.—The Greger Mfg. Co. has been incorporated; principal office, New Jersey Corporation Guarantee & Trust Co.'s Building; to manufacture agricultural implements. Capital, $500,000. Incorporators: John S. Knight, Walter E. Maxwell, George H. B. Martin, Camden.

Clarksville, Tenn.—The Clarksville Furnace Co. has been incorporated by M. H. Smith, W. H. Bruce, C. Quarrier, W. D. Hines and others. Capital stock, $100,000.

Detroit, Mich.— Articles of association have been filed of the A. P. Wagner Tool Co., with a capital of $150,000. The plant is to be located on the Michigan Central Railroad, Townline Avenue, Springwells. The company will have its offices and warerooms in Detroit. This plant has been in operation for some years at Sidney, Ohio. It has a large established trade, extending all over the United States and foreign countries. It will manufacture a complete line of machine tools and all kinds of machinery, and will give employment to about 150 men, adding to Detroit's suburbs another large and valuable manufacturing concern. It is expected to commence building operations in a few weeks and to have the work fully completed and in operation by early spring.

Detroit, Mich.—The Detroit Fence Co. has been incorporated; to manufacture woven wire, fences, gates, etc. Authorized capital, $9500. Paid in, $9500. Incorporators: J. J. Mulkeron, R. E. Raseman, O. W. Hesselbacher, B. C. Mulkeron, Emma Raseman, Louise McDermott, Detroit.

Greenfield, Mass.—The E. F. Reece Co. has been incorporated to manufacture screw cutting tools. The officers are: E. F. Reece, president; Edward Wilbur, treasurer. Capital, $20,000.

Hartford, Conn.—A certificate of the organization of the Champion Mfg. Co. has been filed in the State secretary's office. The company is to manufacture agricultural tools at Rocky Hill. The capital is $5000 in 200 shares of $25 each, $1000 paid in. The subscribers are: F. C. Warner and Frank E. Holmes, of Rocky Hill; Milton S. Tracy, of Glastonbury, and Henry J. Cuthbert, of New York, each of whom subscribed for fifty shares.

Lima, Ohio.—The Sinclair & Morrison Co. has been incorporated by P. E. Spellacy, J. P. Kerr, D. J. Cable, W. L. Parmenter and Henry W. Neff, with $50,000 capital, to manufacture and repair all kinds of drilling machinery.

Louisville, Ky.—Chester Buneley is building an axe and hatchet handle factory at Sandy, in the heart of the timber region.

Marshall, Mich.—The Marshall Mfg. Co. has been incorporated; to manufacture Hardware specialties. Succeeds to business of W. E. Bosley & Son. Authorized capital, $5000. Paid in, $500. Incorporators: W. E. Bosley, D. W. Bosley, E. S. Harnden, Marshall.

Newark, N. J.—The International Needle Co. has filed articles of incorporation. It will manufacture needles, pins, wire and wire rod of all descriptions. The incorporators are: O. K. Story, of New York; Eugene Fountain, of Detroit, Mich.; A. T. Sweeney, of this city.

New York, N. Y.—The Bronx Granite Co. has been incorporated by F. H. E. Zimmerman, C. Zimmerman, Jr., and J. P. Powers; to manufacture plumbers' supplies. Capital stock, $10,000.

New York, N. Y.—The Manhattan Show Case Co. has been incorporated by W. F. Fiero, E. J. Reid and S. B. Ballou; to manufacture show cases and office fixtures. Capital stock, $3000.

Pittsburg, Pa.—The Cable Coin Case Co. has been incorporated by F. J. Kleber, L. P. Kleber, O. L. Kleber, C. J. Kleber and D. J. Cable; to manufacture iron and steel. Capital stock, $500.

Rochester, N. Y.—The Robeson Cutlery Co. has been incorporated; to manufacture tools and Hardware. Authorized capital, $100,000. Paid in, $80,000. Incorporators: M. F. Robeson, G. W. Robeson, C. W. Silcox, Rochester; I. S. Robeson, M. H. Olin, Perry; W. H. Tuttle, Conandaigua.

Rochester, N. Y.— The Metallic Basket Co. has been incorporated; to manufacture household and farming utensils. Authorized capital, $10,000. Paid in, $5000. Incorporators: C. C. Prescott, C. S. Lunt, S. C. Cobb, Rochester.

Washington, D. C.—Articles of incorporation of the Columbia Seal Lock Co. have been placed on record. The purpose of the company is to procure, purchase and manufacture locks and like articles and devices for use on railroads and steamboats. The capital stock is $3000, divided into sixty shares. The incorporators are: John A. Baker, Sherley Cuter and Franklin W. Brook, of New York City.

Changes and Improvements.

Cincinnati, Ohio.—The name of the Fosdick Machine Tool Co. has been changed by the court to the Fosdick-Holloway Machine Tool Co.

Cortland, N. Y.—The large addition to the immense wire mill of the Wickwire Bros. has been completed and 100 additional men and boys have been given employment.

Detroit, Mich.—The Deering Water Tube Boiler Co., increased capital stock from $2500 to $10,000.

Detroit, Mich.—The Detroit Copper & Brass Rolling Mills have increased capital stock from $500,00 to $1,000,000.

Ellwood City, Pa.—Clark Bros., chief owners of the American Lamp & Brass Co., Trenton, N. J., contemplate the removal of their Western factory from Blairsville, Pa., to this city.

Kansas City, Mo.—The Kingman-Moore Implement Co. will erect a five-story and basement addition to farm machinery works to cost about $10,000.

Leonardsville, N. Y.— A branch of the Eureka Mower Co. of Utica is soon to be established at this place. The works will be located in the shops recently conducted by H. D. Babcock.

New Castle, Pa.—A shovel factory will be located at this place, which will have a capacity of 250 dozen shovels per day.

Newark, N. Y.—The plant of the Hunt Mfg. Co. of Cato will soon be removed to this village, where it will employ over forty men in the manufacture of cream separators.

South Portland, Me.—Two additions are soon to be made to the Lovell cycle factory, one for the manufacture of revolvers, police goods, etc., and the other to hold its typewriting plant, all of which, with the work already going on, is likely to give employment to 800 or 1000 persons, including many girls.

St. Paul, Minn.—Joesting & Schilling, stove manufacturers, will erect a factory building, 50 feet wide and 100 feet long, on West side levee. When the new factory is completed they expect to employ between ten and thirty men.

Recent Embarrassments.

Cincinnati, Ohio.—Judge Rufus B. Smith has appointed John R. Holmes receiver of the property and stock of the Bucket Pump Co. on Plum Street, and required him to give a $15,000 bond.

Ottawa, Canada. — The Ottawa Steel Range Co. have made an assignment to T. W. McDermott for the benefit of their creditors.

Recent Fires.

Cincinnati, Ohio.—A fire on the third floor of the W. C. Rodgers Scale Co.'s store at No. 212 Walnut Street, has caused $500 loss.

Mechanicsburg, Ohio.—Fire has destroyed the Central Whip Co.'s works.

Taunton, Mass.—The plant of the Lincoln & Wood Co., occupying a wooden building at No. 12 Purchase Street, for the manufacture of twist drills and Hardware specialties, has been damaged by fire. The blaze originated from some oil that became ignited and spread rapidly to other parts of the building.

Miscellaneous.

Knoxville, Tenn.—At a meeting of the Plow Handle Mfg. Association of the Southern and Central States, held here, the following officers were elected for the ensuing year: President, J. W. Boring, of Johnson City, Tenn.; vice-president, Thomas C. Shaw, of Warsaw, Ind.; secretary, W. A. Rockwell, of Harriman, Tenn.; directors, G. M. Robeson, Farmville, Va.; C. C. Lincoln, Marion, Va.; W. C. Shaw, Harriman, Tenn.

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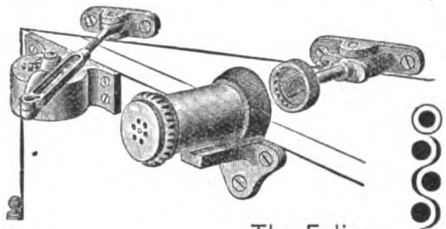
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FACTORIES.
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Not an experiment.



The Eclipse Door Check and Spring has been in use for years, and in all parts of the world, and is giving satisfaction everywhere. It is not an experiment, but has stood the test of time. The Hardwareman should get his profit at this season of the year by selling this noiseless door-closing device It is easy to apply, easy to keep in order, and it is profitable to the dealer. Send for booklet with prices for this season.

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TRY SOMETHING NEW.

The PLANET LEATHER Dust Beater.



They are made of leather, with fancy enameled handles. Will not break nor injure finest furniture or upholstery. Made in 4 lengths. Retails popular prices. Write for catalogue and price-list.

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HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue of . . Scythe Stones, Oil Stones, Razor Hones and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.

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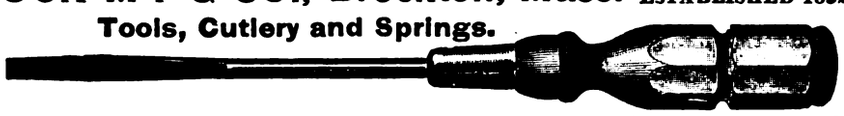
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Hardware, Cutlery, Brass and Wire Goods

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LOEB & CO.,
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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Chicago, Ill.—The National American Cycle Co.; to manufacture and deal in bicycles and bicycle sundries. Capital, $115,000. Incorporators: Frank W. Rockwell, Joseph S. Bonner, Carl Winter.

Jersey City, N. J.—The Brendel Spring Tire Co. has been incorporated by Michael Brendel, John C. Klett, John Kier and August Lohse; to manufacture a spring tire and machinery, tools, etc. Capital stock, $50,000.

Logan, Utah.—W. H. White & Co., Hardware, sporting goods, etc., new firm, have commenced business.

Markesan, Wis.—C. F. Hanson, Hardware, sporting goods, etc., has opened up store.

Milwaukee, Wis.—The League Cycling Co. is a new manufacturing concern just started and the Chief Mfg. Co. has gone out of business.

Mobile, Ala.—Wm. H. Martin and others have organized a stock company, with a capital of $100,000, for the purpose of manufacturing, introducing and promoting the manufacture of an elevated cycle railway, invented by Wm. H. Martin. The railway is adapted to all kinds of freight and passenger traffic, especially for short lines and in amusement resorts, etc.

San Francisco, Cal.—The International Water Cycle Co. has been incorporated by F. O. Winquist, H. S. Jerdean, C. Olsen, T. L. Huquet and J. F. Pfetch, to make and sell hydro cycles. Capital stock, $250,000, of which $130,000 has been subscribed.

Toronto, Ont.—B. W. Yates, C. G. Clark, A. A. Mann, B. Wheeler, E. S. Wheeler, I. H. Foster, of Detroit, and H. P. Davies, of Toronto, have been granted a charter to manufacture bicycle saddles, equipments and leather goods. The name of the company is the Wheeler Saddle Co. of Toronto, Limited. The capital is $20,000.

Changes and Improvements.

Dixon, Ill.—J. W. Kent & Son, bicycles, etc., succeeded by Egbert R. Kent.

Jordan, Minn.—C. B. Casey, Hardware, bicycles, sporting goods, etc., is enlarging his store, and adding new and costly fixtures.

Nevada, Iowa.—Cook & Farrar, Hardware, sporting goods, etc., dissolved. The business will be continued by George P. Cook.

Philadelphia, Pa.—Thackara & McHugh, bicycles, reported to have dissolved partnership.

Rochester, N. Y.—Smith & Aylsworth, bicycles and carriages, succeeded by Frank Aylsworth.

Springfield, Ill.—The Standard Wheel Co. has decreased its capital from $2,000,000 to $1,000,000.

Tucson, Ariz.—The bicycle department of the firm of Gardner, Worthen & Goss is being enlarged to meet the demands of the trade.

Recent Fires.

Conway, Mass.—Frank Cook, bicycles, damaged by fire.

Detroit, Mich.—Columbia Buggy Co., bicycles, carriages, etc., damaged by fire; insured.

New Britain, Conn.—Philip Lavoye, bicycles, slightly damaged by fire.

Norwich, Conn.—Cadden Cycle Co., damaged by fire.

Terre Haute, Ind.—Myer & Co., bicycles, damaged by fire.

Wilmington, N. C.—The Carolina Bicycle Co., damaged by fire.

Wilmington, N. C.—C. H. O'Berry, bicycle sundries, destroyed by fire; insured.

English View of American Methods.

For the difference between building machinery and manufacturing it, probably few better illustrations can be found than those afforded by the steam engine industries of Europe and the United States. American steam engines, and water-wheels, too, are turned out in quantity, like shelf Hardware, and can be bought at almost a moment's notice, much as one would buy barrels of flour, with a large range of sizes available for choice, while the preponderating rule in Great Britain and on the Continent is to build them to order and after special designs, so that there is a marked absence of uniformity of product. One reason for this variety of designs, which we do not remember having ever seen stated before, is that for British mills and factories, for example, often of venerable age, new engines, when required, must be built to fit in particular places—places previously occupied by engines of earlier, and, mayhap, historic make—and curious shapes and combinations are, therefore, made compulsory to the builder of the new outfit. Out of twenty mill engines, for example, recently ordered in the Lancashire district, only two, it was stated, were intended for new mill buildings; all the others were to replace engines of the past generations, and had to be fitted into the old quarters of these. That with such conditions there cannot well be an underlying standard of designs is obvious, and odd features of construction will, doubtless, therefore continue indefinitely. In the United States, the factory, one might almost say, is built with special reference to the engines carried in stock. Designs of extraordinary character are not often needed, nor are they wanted, and with a study of a comparatively few types one is familiar with the current steam engine practice of the country.—*Cassier's Magazine.*

Chinaman and Business.

The extract given below from a recent report sent by a British consul in China to his government throws a very favorable light upon the business integrity of the Chinese. It seems that in point of honesty in business the "heathen Chinee" compares very favorably with some of his civilized Western competitors. The consul, speaking of the Chinese business man, says: "He is as honorable in mercantile affairs as his colleagues in Christian lands. The great merchants are the soul of honor, and foreigners prefer transacting business with them. The native sometimes makes contracts with foreigners which subsequent events prove will be disastrous, yet he fulfils his part. Fraudulent failures are never known. The merchant cannot make over his property to his wife, for in the event of failure his whole family must aid in settling with the creditors. The son is responsible for the debts of his father, and vice versa; and where, as is often the case, the family estates have not been divided, but held in common, the whole family is responsible for the debts of each of its members. In China debts can hardly be classified as debts of honor and legal debts. Although all debts may not be legal, they are all, in the eyes of the Chinese, debts of honor. For a Chinese not to pay his debts is a disgrace felt so keenly that he will commit suicide rather than face the reproaches of his friends. The rich do not contract debts unless they are reasonably sure that they can pay, for in the event of failure they would lose respect, and the possibility of a suicide's grave stares them in the face. The poor do not contract debts because credit is not accorded them; they must pay cash down."

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JOHN H. GRAHAM & CO.,

113 Chambers Street,

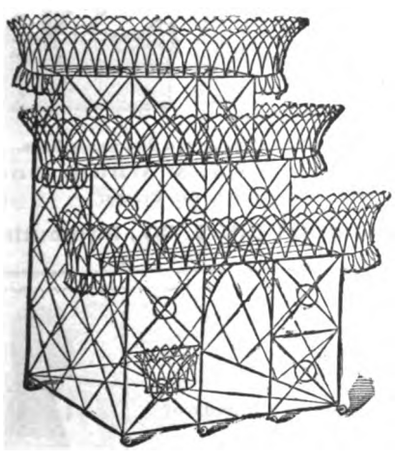
NEW YORK

1899 CATALOGUE

FOR **WIRE CLOTH AND WIRE WORK**

OF ALL KINDS.

Bank and Office Railings, Brass and Iron Work, Riddles and Screens.



FLOWER POT STANDS.

ESTEY WIRE WORKS CO.,

65 FULTON ST., NEW YORK.

CARBON (Black Diamond) TOOLS

FOR

Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

THOS. L. DICKINSON,

45 Vesey St., NEW YORK CITY, U. S. A.

ESTABLISHED 1844

DUNBAR BROTHERS

STEEL (OIL TEMPERED) SPRINGS

ALL KINDS OF SMALL SPRINGS MADE FROM SHEET STEEL, STEEL WIRE, BRASS WIRE.

BRISTOL, CONN. P.O. BOX 416



The

Blount Door Check

is described in a monthly bulletin of good things issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

The Yale & Towne Mfg. Company.

GENERAL OFFICES:

9-11-13 Murray St., New York.

"Columbia" Socket Spading Forks.



Heavy Angular Tines. Extra Strong Shank and Socket.

MADE EXCLUSIVELY BY

THE IOWA FARMING TOOL CO.,

Fort Madison, Iowa.

BICYCLES FOR '99.

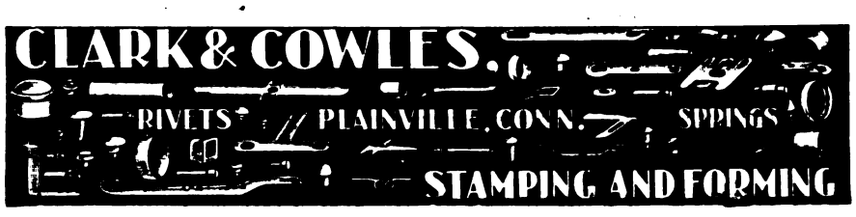
APOLLO, - - $50.00
VESPER, - 35.00
DEVON, - - 25.00

Up-to-date Features.

JUVENILES, $25 00, $27 50 and $30 00.

BICYCLE SUNDRIES. *Send for Catalogue and Prices.*

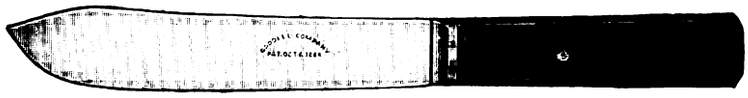
EDW. K. TRYON, JR. & CO., PHILADELPHIA.



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BUTCHER KNIVES.

You can't make good Butcher Knives any more than good bread without the right material to work with, and even if you have the proper material you can't make good Knives if you don't know how to manipulate that material. . . . . .
The Steel that goes into Goodell Butcher Knives is made for Goodell Butcher Knives and is found in no others. It is the same we have used for years. . . . . .
A Quarter Century experience has taught us how to manipulate that steel to produce the best results.



No. 46.

5, 5½, 6, 6½, 7, 8, 9, 10, 11, 12, 13 and 14 inches.

Goodell Knives have a reputation and are Warranted.

....CATALOGUE FREE....

NEW YORK OFFICE, 10 WARREN STREET.

GOODELL COMPANY, - ANTRIM, N. H.

CELEBRATED "HEINISCH" SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name HEINISCH or H. C. HEINISCH on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

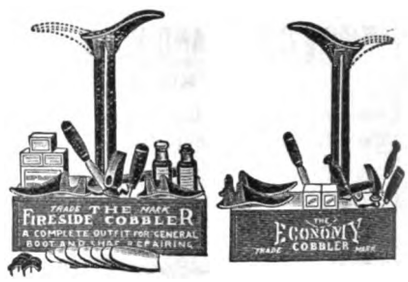
Very Respectfully,

NEW YORK OFFICE: 90 Chambers St.

R. HEINISCH'S SONS, CO. NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

Root's Gobbler Sets.

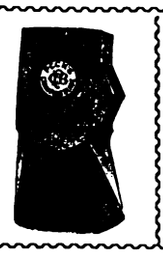


The Most Popular and Best Goods Made.

Every Family Wants One.

Write for Prices.

The ROOT BROS. CO., Plymouth, O.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohocs, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.



G. W. BRADLEY'S SONS,

BUSH HOOKS.

Axe Eye.
Axe Eye Strapped.
2 Ring.
1 Ring with cutter.
New Orleans.



New Orleans Pattern.

ORDERS FILLED PROMPTLY.

UNDERHILL, CLINCH & CO.,

SOLE AGENTS 94 Chambers St., NEW YORK.



FRANKLIN S. MILES

MANUFACTURER OF

Brass, Iron, Steel and German Silver SCREWS.

All kinds of Special Screws.

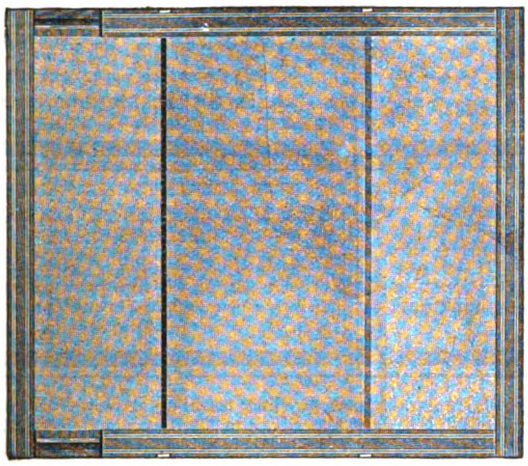
205 QUARRY ST. - - PHILADELPHIA, PA.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

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THE "FLYER" SCREEN.



THE SCREEN that stays together. The Screen that wet or dry, clean or dirty, new or old, always adjusts easily. The Screen that is smooth and well made from good materials. . . . . .

This year it may be had in soft wood at lower prices. "There are others" made to look like this Screen, but the construction necessary for the above results is patented.

We have several new patterns of Screen Doors.

SEND FOR ILLUSTRATIONS.

The A. J. Phillips Co., Fenton, Mich.

N. B. . . What shall it profit a man if he "blow in" his substance advertising, and then disappoint his trade?

Seven Strong Points of the CHAMPION IMPROVED MEETINGRAIL LOCK.



Draws the meetingrails together, and prevents rattling. Is simple. Strong. Durable. Operates Easily. Is Secure. Prevents damage to upper casing when sash is thrown up. . . . .

Through our modern facilities, and large line of Sash Locks, we can satisfactorily **MEET THE WANTS** of the most exacting. . . . .



Champion Safety Lock Co.,
CLEVELAND, OHIO.

Monarch Refrigerators



Made in 85 handsome, up-to-date styles. Well constructed and finished. Metal lined. Hard and soft wood. Plain and ornamental designs. The most improved removable flues. No dampness or odors. Interesting prices. . . . . .

Monarch Refrigerator Works,
BURLINGTON, VERMONT.



"I AM DELIGHTED WITH IT."

PREPARE for your holiday trade by fully stocking with the famous

BISSELL CARPET SWEEPERS.

Our leading brands are being especially prepared in extra high finishes for holiday trade. Place your orders at once to insure prompt delivery. See special circular announcements furnished on application.

Bissell Carpet Sweeper Company,
Grand Rapids. New York. London. Paris. Rotterdam.

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PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
... Manufactured by
Established 1870.
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

ESTABLISHED 1854.
BOXWOOD AND IVORY
RULES.
STEPHENS & CO., Riverton, Conn., U. S. A.

Seed's Reversible Self-Cleaning ... WATER FILTERS
BRASS, NICKEL PLATED.
No. A1 Per dozen, $4.00 No. 3 Per dozen, $1.50
No. 2 " 2.50 No. 4 " " 1.00
In 5 Gross lots, 10 per cent. off.
J. H. SEED, Manufacturer,
21 and 23 Centre Street, • • NEW YORK.

ON OUR AD. LIST AS ONE OF THE BEST.
Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

One of the Best Mediums Known.
C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.
Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column free of charge. Should not exceed Four Lines.

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

WANTED—Stenographer; young man experienced in retail Hardware. Salary first year, $60 per month. Address, with letters of reference, Box 5, Durango, Colo.

SALESMAN.—Young man for New York city and local trade in bicycle pumps and Hardware specialties. To the right man, suitable terms will be made. Age, reference and experience. MANUFACTURER, care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN of experience having an acquaintance with the Hardware and implement trade in States of New York, New Jersey and Pennsylvania, desiring a situation will please address M. S. L., office of HARDWARE, No. 143 Chambers Street, New York.

SALESMEN wanted to sell our new patent Toler Liquid Door Check and Spring, on commission as a side line. See advertisement on page 3 of this number of HARDWARE. W. H. QUINN & Co., No. 103 Chambers Street, New York.

WANTED—By a large manufacturing establishment, a man to produce new articles for manufacture; line—mechanical Hardware and light machinery. Must be quick to see opening for new article and competent to design it. Trained mechanical engineer preferred. State fully past occupation and pay expected. Address "GOOD CHANCE," care HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

YOUNG MAN (33) would like position with a wholesale Hardware house; 14 years' experience in builders' and shelf Hardware with one firm, both inside and on the road. Address C. P. S., No. 88 Chambers Street, New York.

COMPETENT office man (22), four years' experience, having references, being just mustered out of volunteer army, am without employment, and desire position with chance of advancement. Willing to start on moderate salary. J. A. B., No. 9 Orange Street, Charleston, S. C.

MACHINIST and tool-maker, designer of antomatic machinery and special tools, desires position; fifteen years' successful experience. Address "NEW ENGLAND," care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as buyer or manager in wholesale or retail Hardware house. Twenty-six years' experience in the Hardware business. Best of references. Address "COMPETENT," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (25), strong and active, wants a place as a salesman; has been thoroughly trained in the Hardware business; five years' service; is well educated, good and rapid penman, and of careful business habits; moderate compensation to begin. Address P. H., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman; any line; traveling or New York, by a young man with six years' experience in Hardware and electrical business. Jos. P. HITTORFF. No. 117 Chambers Street, New York.

SALESMAN (25), three good references covering eleven years' experience of good class house-furnishing and cabinet ironmongery; one year in West End of London. Address F. C., care HARDWARE, No. 143 Chambers Street, New York.

BUILDERS' Hardware salesman. thoroughly experienced, wishes position with good house, where ability and good habits will be appreciated; am familiar with plans and specifications, and estimating on same, and am competent of taking entire charge of this department. Address D. A. R., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as house or road salesman. 15 years in retail Hardware and stoves, a little in road work; best of references. Address L. B. 84, Castile, N. Y.

A YOUNG man, American (21), steady and of good habits, would like a situation in some good Hardware house; familiar with carpenters' tools; references. Address CARPENTER, No. 318 Thirteenth Street, Brooklyn, N. Y.

POSITION wanted by young man, age 25, seven years' experience in Hardware and cutlery importation; knowledge of French, and capable of acting as salesman or office manager. Address RELIABLE, care HARDWARE, No. 143 Chambers Street New York.

WANTED—A position by a young man having had ten years' practical experience in Hardware in all its branches. S. M. C., care HARDWARE, No. 143 Chambers Street, New York.

A THOROUGHLY reliable man of good business experience wants any kind of responsible position. Has special knowledge of bicycle trade. CAREY, No. 500 West 166th Street, New York.

PRACTICAL mechanical engineer and foundryman thoroughly conversant with all details of engine, boiler and machinery, steam and water heating and ventilating, brass and iron foundry practice, etc. Good draughtsman. Accurate at figures and estimating, bookkeeping and accounting; capable of handling men; systematic and economical manager. Desires position with foundry or manufacturing concern, January 1, 1899, or sooner. Moderate salary. Good references. Please address E. W. D., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as salesman for manufacturing concern, or position in retail house; well up in specialties, tools and bicycles. Address "HARDWARE," No. 58 Belmont Avenue, Jersey City, N. J.

POSITION wanted by experienced bookkeeper and office man. Eight years with wholesale cutlery house, in charge of books, credits, collections and correspondence. Leaving on account of change in firm. Address T. E. T., No. 69 Pearl Street, Boston, Mass.

COMPETENT office-man (32), ten years' experience, first-class references, desires position, with chance for advancement, with wholesale Hardware house, or manufacturer. Salary to start, $10. "DOUBLE ENTRY," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (30) would like position in a A1 Hardware house, where he can make himself generally useful; is good penman and will go first as stock clerk, second as salesman. References from business houses abroad. Address GERMAN 350, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a position in the Hardware Trade or factory, 20 years' experience as bookkeeper, bill and entry clerk, 12 years with one firm; good reference from last employer. Address G. H. JACKSON, 76 Linden Avenue, Jersey City, N. J.

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Situations Wanted.

A GENTLEMAN, age 49, wishes a position as traveling salesman for some large Hardware house, with good salary or commission; of good address. Box 60, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION by an experienced metal pattern maker, familiar with modern shop practice, and competent to take charge. Address "PATTERN MAKER," No. 447 Norman Street, Bridgeport, Conn.

WANTED by an experienced and capable retail Hardware and farm implement salesman a position by January 1, 1899. I am a good all around man and not afraid to work. West preferred. Address "A. D.," care HARDWARE, No. 143 Chambers Street, New York.

ELECTROPLATER, first-class, after September 18th wants position; do nickel, brass, bronze, gold, silver, in fact, all kinds of plating, and oxydized finishing in the market; was in charge of large concerns. Best recommendations. I set up plants. Am temperate and steady. Address Box No. 371, Garrettsville, Ohio.

I WOULD like a position where there is a chance to become a salesman. I can furnish best of references and guarantee satisfaction. If interested, address COMPETENT, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a place. Am twenty years old; have had one year's experience at tinners' trade, both inside and outside work. Good references. LOUIE S. DUSTIN, Cerro Gordo, Ill.

THOROUGH Hardware, mill and machinists' supply man desires position as store, city or road salesman. Will go anywhere. Sixteen years' experience. Married. Strictly sober. A1 references. Address "HINGES," care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

WANTED—Position as salesman. Thorough knowledge of builders Hardware. Can estimate from plans, etc. Have a good trade following in New York and vicinity. No objections to the road. Address VULCAN, care HARDWARE No. 143 Chambers Street, New York.

YOUNG man with twelve years' experience in retail Hardware stores, past eight years as buyer and manager, wants situation, either inside, or would arrange with manufacturers to handle lines sold to the Hardware trade, on commission. Address E. M. C., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGH Hardwareman, age 26, a hustler, A1 references, desires position as house or road salesman; road preferred. F. W. M., care HARDWARE, No. 143 Chambers Street, New York.

WANTED by a competent double entry bookkeeper and cashier, with an office experience of twelve years in the Hardware business, is open for engagement with wholesale or retail house, or manufacturing concern; age, 36; married; best of references as to habits, ability, etc. Address P. O. Box 73, Burlingame, Pa.

HARDWAREMAN, of fifteen years' experience, would like position in either wholesale or retail business. Well posted to buy or sell. Would prefer New England. Address C. D. M., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as buyer or manager; seven years' experience as such; well posted in Hardware, paints and oils. Am 35 years of age and can furnish best references. Would travel if desired. W. F. D., No. 254 Mt. Pleasant Avenue, Newark, N. J.

SALESMAN—Young man; hustler; any line; salary or commission. B. LURIE, No. 179 East 107th Street, New York City.

SALESMAN who has sold the Hardware export and department store trade of New York and vicinity, is open for engagement. Would like to hear from manufacturer wanting a representative in above territory. Address H. P. F., care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

HARDWARE salesman with fifteen years' experience is desirous of making a change. Am familiar with all details of the business from the office to the road. Have an established trade in Greater New York and vicinity. Address NASSAU, care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

Side Line Wanted.

TRAVELING salesman wants good selling line on commission for Hardware, cycle or allied trades. Address F. F., care HARDWARE, No. 143 Chambers Street, New York.

AN A1 salesman wants a few lines of commission goods. Must be A No. 1 goods. Field: Ohio, Michigan, Indiana, Illinois and Kentucky. State commission. Address Box 323, Thorntown, Ind.

AN experienced commission traveling salesman now successfully handling several A1 lines, would like to add two or three others, providing terms, and goods are all right. Field: Michigan, Indiana and Ohio. Address "BEST TRADE," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

WANTED—Salesmen calling on willowware, Hardware trade and department stores to sell side line; quick seller and easily handled. FAVORITE MFG. CO., Mt Elliott Avenue and Wight Street, Detroit, Mich.

WANTED—Salesmen, now on the road, to sell our line of specialties on commission. Sell to Hardware, harness, department and sporting goods trade. State territory, present line and references. IRA F. WHITE & SON, No. 76 Park Place, New York.

WANTED—Salesmen calling on the manufacturing trade to handle our line of high grade lubricating oils, greases and specialties as a side line. Good inducements to right parties. Write for particulars. THE A. F. VOAK OIL CO., Cleveland, Ohio.

SALESMAN, Eastern States; to take staple line of Hardware as side line, on commission; state territory. Address Box 66, care HARDWARE, No. 143 Chambers Street, New York.

STAPLE side line offered to traveling salesman with a good wholesale Southern or Western trade. Address R., No. 113 Miller Street, Newark, N. J.

SALESMAN wanted to sell as side line to Hardware, plumbers and gas fitters Incandescent Gas Mantels; our prices are the lowest, and goods of highest candle power and durability. Big inducements for hustlers. Address W. G. TUCKER CO., No. 555 East 116th Street, New York City.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. CO., Rock Falls, Ill.

For Sale.

FOR sale—Patent and right to manufacture a globe pattern toy bank, very secure, novel construction and attractive; a good thing for the right party. Address A. K., No. 57 Rose Street, Newark, N. J.

FOR SALE—A clean, up to-date stock of Hardware, well assorted; good location; cheap rent; in an Indiana gas town of 25,000 inhabitants; plenty of factories and hustle. Will invoice about $5000. No better town in United States. Address H., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

MANUFACTURERS of a good staple article or popular specialty whose prices can meet competition, and who will entertain the subject of representation in New York and vicinity, will find it advantageous to correspond with subscriber, whose firm may prove suitable in experience and repute, and would make arrangement mutually profitable. EDWARD CHARLES, care HARDWARE, No. 143 Chambers Street, New York City.

LIVE man (29) desires to represent manufacturers of small lines and specialties, suitable for the Hardware and house-furnishing trades. New York and vicinity. For particulars, address WM. SMITH, No. 718 Chauncey Street, Brooklyn, N. Y.

Agency Offered.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings.

European Agency Offered.

GERMAN, with twenty years' experience in Europe and United States, at present established in Eastern city, intends to return to Europe as agent for American manufacturers. Familiar with English, French, German, Italian and Spanish; has good connections in all European countries. First-class references. Answer E. C. W., care HARDWARE, No. 143 Chambers Street, New York.

An Opportunity.

OWING to withdrawal of estate interest in a long-established wholesale and retail Hardware business in one of the best New England cities, a connection is desired with some man of capital capable of taking charge of the financial and bookkeeping department of the business. For particulars, address INTEGRITY, care HARDWARE, No. 143 Chambers Street, New York.

Notice to Manufacturers.

I AM ARRANGING a trip to the Hawaiian Islands, Philippines and, possibly, Japan. I wish to carry, as manufacturers' agent, a number of lines of goods which will be in immediate demand. I have had a business training of wide scope which has fitted me for such work. I am a young man of exemplary habits, and can satisfy the most conservative with references. Should you be interested in this territory, and think I can do you good, I solicit your correspondence. S. D. WHITE, No. 315 Fulton Street, Peoria, Ill.

THE undersigned wishes to correspond with good parties who can do machine work on light malleable castings in quantities. Address JOHN NICHOLSON, Hardware dealer, Belmont, N. Y.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING BELLS.



CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.

ELECTRIC BELLS
—AND—
SUPPLIES FOR HARDWAREMEN.

For Catalogues address Dept. H.W.

PARTRICK, CARTER & WILKINS,
125 South Second St., - - PHILADELPHIA.

WATERBURY BRASS CO.,
60 Centre St., New York.
. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
OF ALL KINDS.

Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

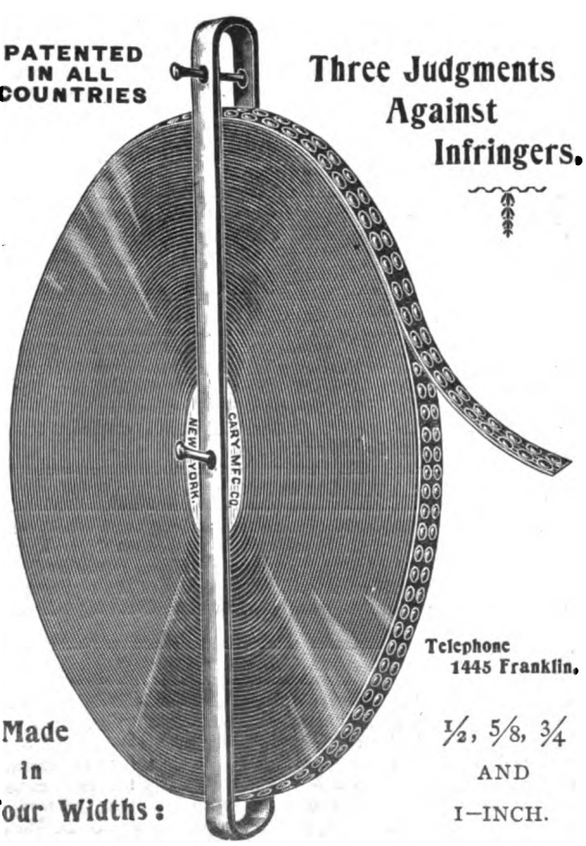
TAPE MEASURES,

EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.

CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Three Judgments Against Infringers.



Telephone 1445 Franklin.

Made in Four Widths: ½, ⅝, ¾ AND 1—INCH.

CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.

SQUARE BAR IRON.

WEIGHT OF A RUNNING FOOT, IN POUNDS.

Thick Inch.	Wt. per ft. Lbs.	Thick Inch.	Wt. per ft. Lbs.	Thick Inch.	Wt. per ft. Lbs.	Thick Inch.	Wt. per ft. Lbs.
1-16	.0181	1 1-16	3.80	2 1-8	15.15	4 1-8	57.90
1-8	.0525	1-8	4.25	1-4	17.	1-4	60.75
3-16	.1182	3-16	4.73	3-8	18.5	3-8	64.35
1-4	.2103	1-4	5.25	1-2	25.5	1-2	68.
5 16	.3200	5-16	5.78	5-8	23.1	5-8	72.
3-8	.4735	3-8	6.35	3-4	25.2	3-4	75.65
7-16	.6445	7-16	6.95	7-8	27.5	7-8	79.80
1-2	.84	1-2	7.55	3	30.05	5	83.8
9-16	1.068	9-16	8.2	1-8	32.75	1-8	88.25
5-8	1.314	5-8	8.85	1-4	35.5	1-4	92.5
11-16	1.59	11-16	9.57	3-8	38.25	3-8	97.15
3-4	1.8.	3-4	10.30	1-2	41.15	1-2	101.
13-16	2.221	13-16	11.05	5-8	44.15	5-8	105.8
7-8	2.575	7-8	11.83	3-4	47.20	3-4	110.5
15-16	2.95	15.16	12.62	7-8	50.25	7-8	115.15
1	3.35	2	13.4	4	53.75	6	120.35

FOR STEEL multiply tabular number above (for size) by 1.01.

BAND IRON.

NUMBER OF FEET IN A BUNDLE OF 112 POUNDS.

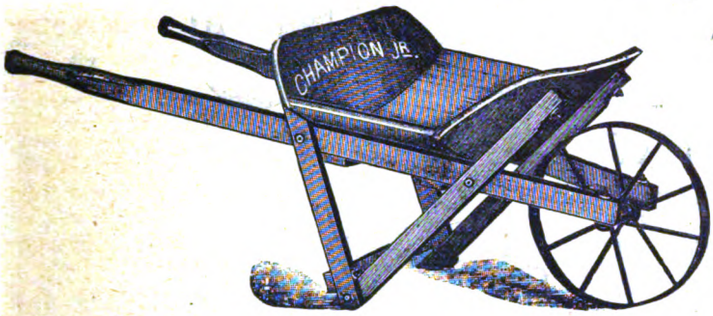
Size. Width.	Size. Thick.	Feet in Bundle.	Size. Width.	Size. Thick.	Feet in Bundle.
1¼ inches.	No. 12	265	2¼ inches	No. 12	110
1¼ "	" 10	218	2¼ "	" 10	88
1⅛ "	" 7	160	2¼ "	" 8	73
1¼ "	" 12	246	2¼ "	" 6	60
1¼ "	" 10	190	3 "	" 12	101
1¼ "	" 7	145	3 "	" 10	80
1⅜ "	" 12	205	3 "	" 8	66
1⅜ "	" 10	160	3 "	" 6	57
1⅜ "	" 7	120	3½ "	" 10	75
1⅜ "	" 12	175	3½ "	" 8	60
1⅜ "	" 10	138	3½ "	" 6	50
1⅜ "	" 8	110	3½ "	" 10	69
1¾ "	" 7	100	3½ "	" 8	57
2 "	" 12	155	3½ "	" 6	48
2 "	" 10	120	4 "	" 10	60
2 "	" 8	99	4 "	" 8	50
2 "	" 7	90	4 "	" 6	40
2 "	" 6	81	4½ "	" 10	53
2¼ "	" 12	135	4½ "	" 8	45
2¼ "	" 10	105	4½ "	" 6	35
2¼ "	" 8	88	5 "	" 10	48
2¼ "	" 6	72	5 "	" 8	40
2½ "	" 12	120	5 "	" 6	34
2½ "	" 10	95	6 "	" 10	40
2½ "	" 8	77	6 "	" 8	33
2½ "	" 6	65	6 "	" 6	26

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Thirty-two Years of exclusive Barrow Making should be the best evidence that the Celebrated

CHAMPION BARROWS

Stand Without an Equal.



The . . .

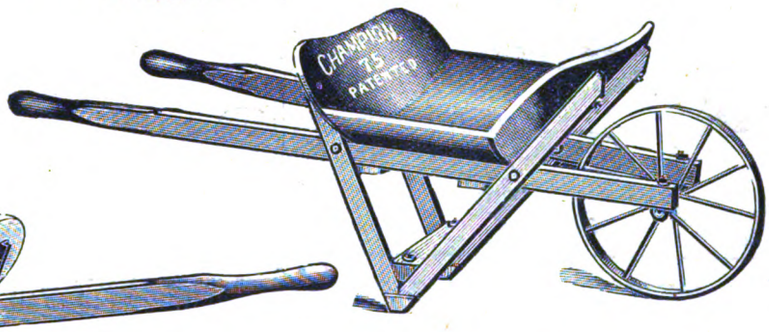
WORLD'S BEST

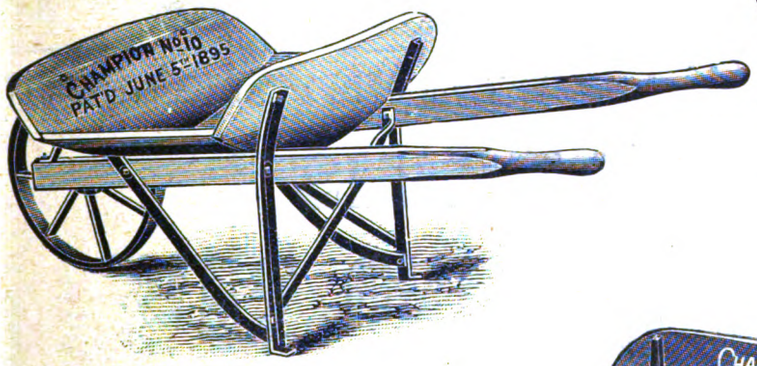
is our Motto, and we shall keep the line up to that high standard of perfection of . . . .

QUALITY, DURABILITY and FINISH

they have so long enjoyed.

WHY not sell a perfect, up-to-date line of barrows that cost no more than others. . . . . .





Your Time is Money.

Have your money's worth while you are about it.

Folding Steel Frame Barrows

That are NEAT AND STRONG.



It's to Your Interest to handle the **CHAMPION LINE** and have the Best. Figure with us, and you will be pleased.

ASK FOR CATALOGUES AND PRICES.

THE BRYAN MANUFACTURING CO.,

BRYAN, OHIO, U. S. A.

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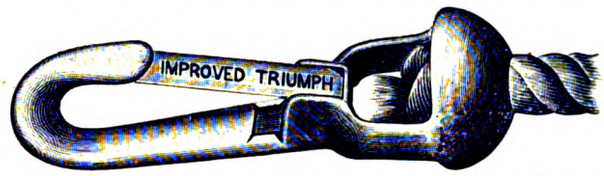
1875.

COVERT'S

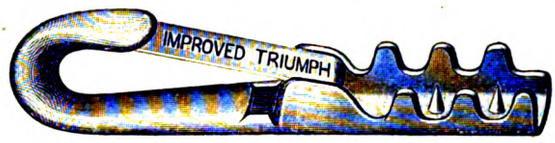
UP-TO-DATE SNAPS.

1899.





Made in sizes for 5-16, 3-8, 7-16 and 9-16 in. Rope.



Made in sizes for 1-4, 5-16, 3-8 and 1-2 in. Rope.



"TRIUMPH" BIT SNAP.



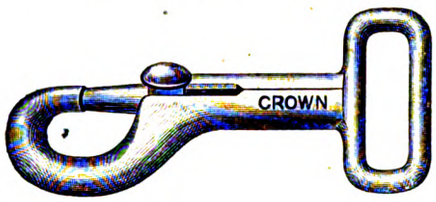
COVERT'S ROPE HORSE-TIES.

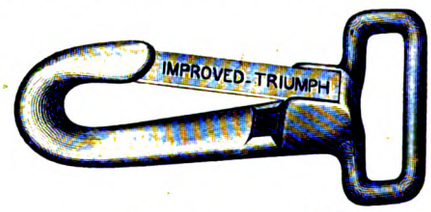


MINIATURE.



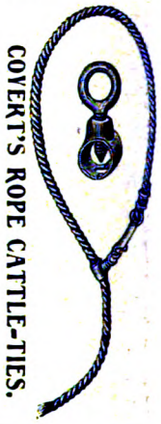
FARMER, NEW YORK, U. S. A.











COVERT'S ROPE CATTLE-TIES.

"THE ATKINS"

SEGMENT GROUND SAWS

14 Gauge on Tooth Edge. 16 Gauge on Ends on Back Edge. 19 Gauge at Center on Back Edge.



MADE WITH ANY TOOTH DESIRED.

These saws are ground on a **segment of a circle, the only true and practical method of grinding saws whereby a substantially uniform gauge can be given to the toothed edge, and a true segment taper imparted to the blade, from tooth edge to back edge.** By examining the engraving shown above, it will be noted that this process leaves the blades, on toothed edge, **14 GAUGE,** at both ends, and **14 GAUGE** at center. On the back edge, at both ends, **16 GAUGE,** and at center **19 GAUGE.** . . . Saws so constructed do not require as much set to the teeth. All the bearing teeth being of uniform thickness, each tooth does its share of the work, and the saw being thinner in the center of back, does not bind in the log. **Will do 25 per cent. more work without filing than other saws.**

Write for Prices. **E. C. ATKINS & CO., INDIANAPOLIS, IND.**

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ship Carpenters, Railroad. } 40&12½%

Ammunition—

CAPS, PERCUSSION—₱ 1000—

U. M. C. Co. and Hicks, trimmed edge .47 @ 50c
U. M. C. Co. and Hicks ground edge .47 @ 50c
F. L., Waterproof, 1-10 .85 @ 87c
Musket, Waterproof, 1-10's .45 @ 50c
G. D .27 @ 28c

CARTRIDGES—

Rim Fire Cartridges .50&5&2%
Rim Fire Military .15&2%
Cent. Fire, Pistol and Rifle .25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 23 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 23 cal. .$1.75 2%
Blank Cartridges, 32 cal. .$3.50 2%
Primed Shells and Bul'ts .15&5&2%
B. B. Caps, Round Ball .$1.12@1.18
B.B. Caps, Con. Ball, Swgd .$1.90

PRIMERS—

Berdan Primers, $1.00. .2%
B. L. Caps (for Sturtevant Shells) ₱ 1.00 .2%
All other Primers .$1.00@$1.10

SHELLS—

First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50 .20&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality .60&2%
Brass Shot Shells, Club, Rival and Climax .65&2%

SHELLS, LOADED—

"New Club," Black Powder 40&10&5@40&10&10%
"Black Club," Black Powder 40&10&2½@40&10&5%
"Smokeless" Nitro Powder 40&10&10&10%
"Acme," Dense Nitro Powder 40&10&10&10%
"Trap," Nitro Powder .40&10&10&10%

GUN WADS—₱ 1000—

B.E., 11 up .60c..B.E., 9&10 .70c
B.E., 8 .80c..B.E., 7 .80c
P.E., 11 up .1.00..P.E., 9&10 .$1.25
P.E., 8 .1.50..P.E., 7 .1.50
} 20&5%

SHOT—

Drop Shot, sizes smaller than B, 25-lb bags ₱ bag .$1.25
Drop Shot, sizes smaller than B, 5-lb bags, ₱ bag .$ .30
Drop Shot, B and larger sizes, 25-lb bags, ₱ bag .$1.50
Drop Shot, B and larger sizes, 5-lb bags, ₱ bag .$ .35
Buck Shot, 25-lb bags, ₱ bag .$1.50
Buck Shot, 5-lb bags, ₱ bag .$ .35
Chilled Shot, 25-lb bags, ₱ bag .$1.53
Chilled Shot, 5-lb bags ₱ bag .$ .35
Dust Shot, 25-lb bags, ₱ bag .$2.00
Dust Shot, 5-lb bags, ₱ bag .$ .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each .75
Orange Ducking, Nos 1, 2, 3, 4, 5, in canisters of 1 lb each .45
Orange Rifle "Extra," F, FF FFF, in canisters of 1 lb each .25
F, FF, FFF, in canisters of ½ lb each .15
F, FF, FFF, in canisters of ¼ lb each .12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each .8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each .4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each .2.25
Orange Special, Nos. 1 and 2, in kegs of 25 lb each .5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each .2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each .1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each .4.00
F, FF, FFF, in ½ kegs of 12½ each .2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each .1.25
Meal Powder, In kegs of 25 lb each .4.00
[For 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each .2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each .2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb each .1.50
Fourth of July Powder, In kegs of 25 lb each .2.25
Laflin & Rand Smokeless, 10-Can Drums .9.00
Single Canisters .1.00
Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.:
In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each .$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each .12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb .$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb .4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb .2.25
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 25 lb .4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb .2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb .1.25
"V. G. P." for Trap Shooting, in Kegs 25 lb .4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb .2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼ .1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb .5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb .2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb .1.50
Mealed Powder, in Kegs, 25 lb .4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb .2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb .2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb .1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder .$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder .11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder .5.75
Canisters, equal in bulk to 1 lb Black Powder .1.00
Discounts on application.

HARD GRAIN SMOKELESS—
TARGETS AND TRAPS, INANIMATE—

Cleveland Target Co.:
Blue Rocks ₱ 1000 .$5.50
Expert Traps, each .$5.50
Extension Traps, each .$4.00

Animal Pokes—

R. W. Montross,
Camp's Success .₱ doz. $3.80
Gallen Safety .₱ doz. $3.75
Hartman's Pivot .₱ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye .₱ doz. $3.25
Western .₱ doz. $3.75

Anti-Rattlers—

Fernald, Wire .₱ doz. pairs. .75
Burton's, No. 2 .₱ doz. pairs. .75
Burton's, with bolt holder, No. 1 .₱ doz. pairs. $1.00
Kohler's:
Invisible, No. 3 .₱ gro. $6.00
Perfect, No. 2 .₱ gro. $7.00
Bolt Holder, No. 1 .₱ gro. $9.00

Anvils—

American "Horse-Shoe" .9¼@9¾c
Armitage's Mouse Hole .8¾@9¼c
Eagle Anvils, ₱ lb 9c .15@15&5%
Hay-Budden, Wrought .8¼@8¾c
Peter Wright's .9¾@10¼c
Samson .8¼@9c
Trenton .8¼@9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise .40%
Holt's .40@40&10%
Millers Falls (with drill) $18.00 .30%

Augers and Bits—

Boring Machine .75&10@30%
Common Auger Bits .75&10@30%
Cook's N. H. Copper Co .60%
Forstner Pat. Bits .25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 .60%
Nobles Double Spur, No. 32 .70&10%
No. 10 Extension Lip .40@40&10%
No. 10 Extension Lip pattern car bit .40@40&10%
Pat. Car Bits, No. 10 .40%
Pat. Car Bits No. 30 .50&10@60%
Ring Augers .70&10%
Pugh's Black .20%
Snell's Jennings' Pattern .70%
Snell's Car Bits .60&10&5%
Russell Jennings' Augers and Bits .25&10&2½%

HOLLOW AUGERS—

Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Adjustable .25&10%
Cincinnati Standard .25&10%
Douglass' .33⅓@33⅓&10%
Ives .33⅓@33⅓&10%
Millers Falls, Goodell .15&7½&10%
Universal, each $4.50 .20%

EXPANSIVE BITS—

C. E. Jennings & Co .33⅓&5
Clark's small, $18.00 .50&10@60%
Clarks' Large, $26.00 .50&10@60%
Ives' Model, ₱ doz. $60 .50@50&10%
Swan's .40@40&10%

DOUBLE CUT GIMLET BITS—

Common .₱ gro. $2.75@$3.25
Diamond ₱ doz. $1.25 .40&10%
Douglass' .40&10@50%
C. E. Jenning & Co .50%
Ladds' .70%
Shepardson's .45&10@50&10%
Snell's: .50@50&10%
Snell's Bell Hangers .60%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood .40@40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit .60@70%
K. & F. .60&10&10&5%
Morse .60&10&10%
Syracuse, for wood .40%

TWIST DRILLS—

Cleveland .60&10@70%
Detroit .60&1 &5@70&5%
K. & F. Straight Shank .60&1 &10%
Morse Straight Shank .60&10%
New Process .60&10@70%
Standard .60&10@70%
Syracuse .60&10@7 %
W. & B Diamond .60&5@60&10%
W. & B. Universal Self-Oiling .10%

SHIP AUGERS AND BITS—

L'Hommedieu's .15&10@15&10&5%
Snell's .40@40&10%
Watrous' .40%

Awl and Auger Handles—
See Handles.

Awls—

Handled Brad, ₱ gr .$3 00@$3.25
H'ld Scratch ₱ gr .$3.50@$4.00
Pat. Peg ₱ gr .33@35c
Sewing, Com .₱ gro., 85c@$1.00
Should. Peg ₱ gr .$1.35@$1.45
Shouldered Brad, ₱ gr .$1.50@$1.65
Socket Scratch ₱ doz .$1.00@$1.10
Stanley Rule & Level:
Handled Brad .40&10%
Patent Pegging .50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10 ₱ doz. $7.50; No. 20, ₱ doz. $10 .60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50 .70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 .50%
Ice Awls .55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $12; 4, $12; 5, $18 .15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₱ dozen net.
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50 .40&10%

Axes—

First quality, best brands .$5.00@5.25
First quality, other " .$4.50@4.75
Beveled add 50c ₱ doz.

HATCHETS—

Collins .10%
Findlay Axe & Tool Co .50@50&10%
Hunt's, Underhill's or Blood's .40&12½@50%

Peck's:
Champion Blade .45%
Empire Brand .50&10%
Fayette R. Plumb:
Broad, New List .40&7½%
Lathing .40&12½%
Shingling .40&12½%
Warehouse .40&12½%
Vulcan Tool Co .50%
D. Simmons & Co.:
Broad .50&5%
Shingling and Claw .50&5%
Lath, Hunters' etc .50&5%

Axle Grease—

Dixons' "Everlasting."
1-lb box .15
3-lb box .35
10-lb pail .$1.20
25-lb keg .$2.75
50-lb keg .$5.00

Balances—

Chatillon's:
No. 2000 20 30
₱ doz. 75c 85c $1.65 net
Circular Balances .60%
Straight Balances .50%
Circular Spring Balances .50&10@60%
Common 24 lb. .₱ doz. 80c net.
Ice .50&10%
Straight Spring balances .50&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—

National .30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50 .20%
Tinned, each, $7.50 .20%

Bells—

HAND—

Extra Heavy Brass .65&10%
Light Brass .70&10%
Globe (Cone's Patent) .40@40&10%
Silver Chime .40@40&10%
White Metal .70%

DOOR—

Crank, Cone's .10%
Gong, Abbe's .40@40&10%
Gong, Barton's .40&10@50%
Gong, Yankee .55&10%
Lever, R. & E. Mfg. Co.'s .60@60&10%
Multi-Stroke .55%
New Departure .45@50%

COW—

Com'n Wrought .60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List .75%
Texas Star .50&10%
Western, Sargent's list .75%

Bellows—

Blacksmith's .70@70&10%
Hand .50&5@50&10%
Moulders .50&5@50&10%

Belting, Rubber—

Boston Belting Co.;
"Boston" .50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye .60&10%
Shield High Grade .50&10%
War. 2 XL .40%

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Common Standard.75&10@75&10&5%
Extra..... 60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable .....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₱ doz. $5.10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₱ doz.....30%
Millers Falls.....15&10%

Bit Holders—

Angular.....40&5@40&10%
Extension:
Barber's, ₱ doz. $15.00.....45%
Ives' ₱ doz. $30.00.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₱ doz. $3..33⅓@33⅓&10%
Excelsior..₱ doz. $10.00....50&10&5%
North's.....10%
Zimmerman's.....60&10%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets.....$5.50
Gorhams Improved Star Tenon ₱ gro. $1.00.....25%
Merriman's Brass Lever ₱ gr. $15.00
Merriman's Iron Lever ₱ gr...$9.00
Millers Falls ₱ set $1.00.....15&10%
Security Gravity ₱ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₱ gr.....$9 00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c. .60& 10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10 @70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@8 %
Wrought Square.....75@75&10%
Wrought Shutter, Standard list.. 60&10&5@70%
Wrought Shutter, Sargent's list.. 60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &c.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75& 10@50%
Norway Iron, list Oct. '84..' 5&10@ 75&10&5%
Phila. Eagle, list $3.00.85&10@ 85& 15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96, 80%
Bay State, Fluted.....80%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '88..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....80%

MISCELLANEOUS—

Sink.....80%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....30%

Borers, Bung—

Enterprise.....35%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.55; 3, $2.50 each
Ive's.....33⅓&5%

Boring Machines—

Without Augers.

	Upright.	Angular.
Douglass'.....	$2.50	$3.00
Jennings'.....	2.50	3.00
Millers Falls.....	7.50	15&10%
Snell's. Rice's Pat.	2.50	3.75

Bow Pins—

1⅝ inch, ₱ gro.....$4.50@$5.00
inch, ₱ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Bright Wire Goods—

Standard list.....90&20@90&25%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@ 40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75& &10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Narrow.60&10@60&1 0&5%

WROUGHT STEEL—

List, April 1, 1895.
Bronsed Inside Blind Butts.50&10 @50&10&5%
Bronsed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₱ gross $1.75@$1.90
Goodell's Acme.....₱ gr. $6.00
No. 5, Iron Handle.₱ gr....$2.00@2 25
Sardine Scissors...₱ doz. $2.0 @2 25
Sardine Scissors, Forged Steel, ₱ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2 50.....70&10%
Universal, ₱ doz. $3.00.....55&5%

Cards—

Cotton.....30@35%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₱ doz. 75@90c
Cast Steel, Polished.....₱ doz. $2.25
Socket.....₱ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen.	Cyclo-Bearing	₱ doz. $27.00
Crystal.		₱ doz. $36.00
Gold Medal....		₱ doz. $24.00
Grand.....		₱ doz. $36.00
Grand Rapids.		₱ doz. $32.00
Hall.....		₱ doz. $60.00
Prize.....		₱ doz. $24.00
Premier.....		₱ doz. $24.00
Superior.....		₱ doz. $24.00
Welcome.....		₱ doz $24.00

Crown Jewel, japan finish, ₱ doz $19.00
Crown Jewel, nickel, ₱ doz. $21.00
Furniture Protector, Japan.....₱ doz. $32.00
Furniture Protector, Nickel.....₱ doz. $24.00
"Standard A," Jap...₱ doz. $20.00
"Standard A," Nick..₱ doz. $32.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₱ doz. $2.00
Child's.....₱ doz. $2.50
Little Daisy.....₱ doz. $1.50
Little Jewel.....₱ doz. $6.00
Little Queen.....₱ doz. $8.50
Misses.....₱ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₱ doz. net $18.00
"Criterion," ₱ doz. net.....$16.00
"Popular," ₱ doz. net.....$12.00
"Sovereign," Jap. ₱ doz. net. $17.00
"Sovereign," Nic ₱ doz. net $19.00

Goshen Sweeper Co: New Prices Per Doz.

Goshen's Junior.....$ 9 00
Eureka.....$12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$16 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap $18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap....$19.00
Banner, Broom Action, Jap.$20 00
Banner, Broom-Action, Nic.$22.00
Reliable, Broom-Action, Jap.$ 0.00
Reliable, Broom-Action, Nic.$22.00
Rapid Broom Action, Jap..$20.00
Rapid Broom-Action, Nic..$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$22.00
Acme, Cam Action, Nic.....$24.00
Common Sense, Cam-Action, Nic.....$24 00
Our Best, Cam-Action, Nic..$24.00
Majestic Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24 00
Imperial, Cam-Action, Nic..$25.00
Model, Cam Action, Nic.....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72 00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60&10&5 0%
French or Phila.....6 @66⅔%
Globe Wheel .....65@65&10%
Martin's Patent (Phoenix). 60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute 45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Chain—

American Coil, in 1000 pound lots.

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$3.00	4.25	3.25	2.90	2.75	2.65	2.45	2.40

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&5%
Hitching Chain.....60&5%
Rein Chain.....60&5%
Covert Mfg. Co. Chains.....6%
Covert's Halter Chains.....65&5%
Covert's Heel Chains.....65&5%
Galvanized Pump Chain, with Buckets.....50&5&c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....80%

Cherry Stoners—

Enterprise.....35%
Family.....net ₱ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....80%
Charles Buck.....80%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
75&10&5%
C. E. Jennings & Co. No 70....35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Buck Bros.....60&10%
Buck Bros.....80%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....80%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@60%

COLD CHISELS—

Good quality, ₱ D.....14c@16c
Snell's Best C. S.....60&10%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....60%
Independent.....60%
Morse's Adjustable, each $7.00...30%
Syracuse, Bals Pat.....80%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....60%
Independent.....60%
Universal.....60%
Victor, No 1, $3.50; No. 2, $12.50.30%

Clamps—

Adjustable, Cincinnati....15&10@ 15&10&10%
Adjustable, Hammers.....30%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's..45&10 @40&10%
Carpenters', Cincinnati....15&10@ 15&10&10%
Carriage Makers', Sargent's.. 50&10@50&10&5%
Carriage Makers' P. S. & W. Co. 40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₱ doz. $3.00
Star Shank.....₱ doz. $3.75
Star Socket.....₱ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00...15c
New '98, Chicago..Each $3.75...15c

TOILET

Chicago Flexible Shaft Co.'s:
Mascot.....₱ doz $7.50 net
Monitor.....₱ doz. $8.00 net
Stewart Pat.....₱ doz $9.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....35%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....35@40
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....30%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & L. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40&
10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretsinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—

Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96.....25&10%
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....30@40&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—

Electric Door Opener, complete, $9 50&10%
Thaxter Electric Lock, list....$22.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '96.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50. 70@75%
Star (Coil), list Oct. '96.....33⅓&10%
Torrey's Rod, 30 in, ₩ doz $1.20@1.35
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....35@35&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@75&15&2½%
Ohio Tool Co..75&10&5@75&15&2½%
P. S. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Watrous.....30&10@40%
L. & L. White.....20&5&5%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩ doz.....$18.00
Breast, Millers Falls, each $3.00 10&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓&
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.35@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓&
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Dust Beaters—

Planet Mfg. Co., No. 1, per doz., $2.75
Planet Mfg. Co., No. 2, per doz., $3.50
Planet Mfg. Co., No. 3, per doz., $4.50

Easy Lawn Swings—

Ulrich Mfg Co.....per doz., $85.00

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Paine, Diehl & Co.'s Keystone 33⅓&
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.00
Dover, No. 10.....₩ gro. $5.50
Dover, Steel Handle No. 10, ₩ gro.....$5.50
Dover, Extra Heavy, No. 15, ₩ gro.....$12.00

Electrical Supplies—

J. Jones & Son:
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$3.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Riser Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.6 c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$3.00 each.
Spark Coils, 10 pt.....$4.40 each.
Spark Coils, 12 pt.....$5.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $3.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, FF.
Kegs, ₩ lb.	4½c	5c	8c
½ kegs, ₩ lb.	4¾c	5¼c	8¼c
¼ kegs, ₩ lb.	5c	5½c	8½c
10 lb cans, in case....	6c	6½c	9½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—

No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—

Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—

Brass Globe Cocks.....50&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand" Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Feed Bags—

Planet Mfg. Co.'s:
Planet Jr.....per doz., $7.50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B.....per doz., $6.00

Files—

DOMESTIC—
American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Disston's superfine.....80%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@30&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—

Seed's Water Filters:
A 1, $4.00 No. 2, $3.50 No. 4, $1.50 $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (60c base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Hay, 4 tines.....75&2½%
Champion, Manure.....66⅔&33⅓%
Columbia, Hay.....70&10%
Columbia, Manure.....70&12½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....75&5%
Victor, Manure.....75&15%
Victor Header.....75&5%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.35	$4.75	$5.35
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse...₩ 1000 ft $3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse...₩ 1000 ft.$5.70
White Gutta Percha Fuse, ₩ 1,000 ft.$5.30

Gas Burners, Self-Lighting—

Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c.....60&10@70%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ₩ doz $3.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets.
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25%
Rotary Nutmeg.....₩ gro. $9.00

Griddles—

Cronk's.....70%

Grindstone Fixtures—

Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co.....45&2%
Covert's Saddlery Works: '96 List.....60&20%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—
Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....50&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand....50&15%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....30%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz. $3.00
Verree.....50&10@60%
Warner & Nobles New List..35&10%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 35c } 60@60&10%
Over 5 lb.....₩ lb 30c
Wilkinson's Smiths....9½c@10c₩ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—

IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb:

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.08	1.35	1.50

60&10@70%

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Drawer Handles.....60%
Ring Handles.....70%
Roggin's Latches.....50&10@60%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....60&10@66⅔%
Japanned, with Nuts.....$1.62
Japanned, with Plate.....$1.10
Japanned, without Plate.....88c

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....₩ gr. $2.25@2.50
Auger, large.....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 33⅓.....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Brad Awl.....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted.....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane.....40&10&50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—
Barn Door, old pattern....60&10@ 60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00.....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door.....50%
Cronk's Roller Bearing, No. 4, $18.00; No. 5, $26.00.....70@70&10%
Cronk's Steel cov'd Loose Axle. 60&10@60&20%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....50@50&10%
Lanes Barn Door:
Barn Door, Standard.....60&10%
Covered.....60&10%
No. 50.....6 &5%
New Model.....4 &10%
Parlor, Standard.....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ₩ dozen pairs.....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge.....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger.....60&10%
Climax.....55&5%
Interstate.....60&15%
Magic.....50&10%
Matchless Covered.....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door.....50&10%
Wild West.....5 &5%
Zenith, for Wood Track.....5 &5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....55&5%
Street Car Door.....50&10%
Terry Ideal.....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered.....60%
Terry's Safety.....60&5%
Terry's Solid.....60&10&10&5%
Terry's Wrought.....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½%
Warner's Pat.....20&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ₩ doz.....40&10%
Wrought.....85&10&5@90c
Wrought, Stanley.....85&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point.....50%
Auburn Straw.....40%
Lightning, from jobbers.....$6.00
Wadsworth's.....40&5@40&5&5%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5%
Rolled Plate..... } 70&10@70&10&5%
Rolled Raised.... }
Plate Hinges "Providence" 6 to 12 in. ₩ lb., 5c. 14 to 36 in. ₩ lb. 4c.
Screw Hook and Strap. { 6 to 12 in., ₩ lb..2½c / 14 to 20 in., ₩ lb..2¾c / 23 to 36 in., ₩ lb..3 c

STRAP AND T HINGES—
Light Strap Hinges.75&10&5@75& 10&5&10%
Heavy Strap Hinges.80&10@80&10 &10%
Light T Hinges.....70@70&10%
Heavy T Hinges....75&5@75&10&5%
Extra Heavy T Hinges..80@80&10&5%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps.....60&10@60&10&10%
Crate Hasps.....60&10@60&10&10%
Crate Hinges.....75&10&5%

SPRING HINGES—
Bommer's.....40%
Bardsley's Patent Checking.....15%
Chicago.....30%
Champion.....60%
Kell's American.....30%
Matchless, Double Acting.....25%
New Idea, No. 1, ₩ gro.....$7.50
New Idea, No. 2, ₩ gro.....$18.00
Rex.....₩ gr. $13.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise.....55%
Model.....70@70&10&10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double.....70%
Vigilant.....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894.....20%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acme.....30&5%
American.....30%
Columbia, No. 14.....₩ gro. $8.00
Columbia, No. 18.....₩ gro. $24.00
Crown.....30%
Gem.....30%
Knoxall.....₩ gro. $9.00
Oxford.....30%
Wiles' No. 1, ₩ gr., $16.00; No. 2. $13.00

GATE HINGES—
Automatic.....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3.....70@70&10&5%
N. E...₩ doz $7.80.....60@60&10%
N. E. Reversible.....₩ doz $5.60 60@60&10%
N. Y. State..₩ doz $4.80..60@60&10%
Shepard's Nos. 1, 2, 3..60&10@60&10 &5%
Western, ₩ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....60&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....30&10%
Nos. 40 and 50.....30%
Huffer.....50&10@50&10&10%
Parker.....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 12. 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....30&10%
Buffalo Gravity Locking, Nos. 1, 3 and 5.....30&10&5%
Champion Gravity Locking, No. 75.....30&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5. 50&10%
Tip Pattern, Nos. 1, 3 and 5, 30&10&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103.....30%
Niagara Gravity Locking, Nos. 1, 3 and 5.....30&10%
Noiseless, Nos. 50, 60, 65 and 65.30%
O. S. Lull & Porter.....30&10&5%
Pioneer, Nos. 060, 45 and 5½..75&5%
Steamboat Gravity Locking, No. 10.....30&10&5%
Stenger's Noiseless.....75%
Mortise Gravity.....50%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30.....40&10%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit ₩ doz. $4.00 net
Crucible Cut-Easy..₩ doz. $4 50 net
Cotton.....30&10%
Dunlap's Boys', Ladies', Toy.....30%
Garden.....30%
Ladies' and Boys'.....30&5%
Mortar.....75&25%
Iowa Crucible Socket.....75&20%
Magic.....₩ doz $4.00
Mattock Hoe.....₩ doz. $3.75 net
Planter's.....30&15%
Texas Cut-Easy.....₩ doz. $4.25 net
Warren Hoe.....60&10%
Weeding.....75&5%

EYE—
American Axe & Tool Co.....70%
Grub.....75@75&10%
Lane's:
Crescent Planters Pat.....45&5%
Razor Blade, Scovil Pat.....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil.....30@30%

Hog Rings and Ringers—
Hill's:
Rings.....₩ gr. boxes..$3.00@3.25
Ringers.....₩ doz. 50@55c
Kohlers, Horse Nail, Ringers. ₩ doz. $9.00
Perfect Rings.....₩ gro. $7.00@$7.50
Perfect Ringers.....₩ doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Peerless Enameled-Ware...70&10%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....50&10%
White-Ware.....25&10%

STOVE HOLLOW-WARE:—
Ground.....60&10&10@70%
Unground.....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....62½@65%
Maslin Kettles.....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

BUSH—
Jennings & Griffin's.....40&10%
Light ₩ doz. $5.00; Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list..50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....50@50&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....₩ doz $1.35
Cotton Pat. (N. Y. Mallet & Handle Works.....30%
Hammock Hooks, E. C. Stearns, ₩ doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....33⅓%

WIRE—
Atlas Coat and Hat.....50&10%
Belt.....30&10%
Handy Coat and Hat.....70%
Steady Ceiling.....70%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60&20%
Grass, No. 2, $1.5[illegible]; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....70&10%
Hooks and Eyes—Mal. Iron.....75%
Cotton, Box and Hay.....60%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	23c	21c	21c.	40&10%

American, all sizes, 9½c.....net
Ausable.....23c 25c 25c 24c 23c. 40&10&5%
Anchor.....23c 21c 20c 19c 18c.....40%
C. B. K.....25c 23c 23c 21c. 21c 40%
Capewell...19c 18c 17c 16c 16c..10&5%
Champlain..25c 25c 25c 24c 23c 40&5&2½%
Clinton Fin.19c 17c 16c 15c 14c. 20&10&5%
Essex.....23c 23c 25c 24c 23c. 40&10@50%
Lyra....9½c 9½c 9½c 9½c 9½c., net
Maud S.....25c 23c 23c 21c. 21c 40&10&5%
Northw't'n.23c 23c 23c 21c 20c. 25@35&5%
Putnam.....23c 21c 20c 19c 18c....25%
Snowden, 9½c 9½c 9½c 9½c 9½c., net
Vulcan.....23c 21c 20c 19c 18c.....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb'rs..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4 75@$5.25
Gibbs' Rubber Cush'd, ₩ set, $1.50
Hartford Side-Weight, Extra Light.....$7.[illegible]@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.00
Perkins Improved Snow.....₩ [illegible]
W. & B. Rubber Pad....₩ set, $2.50

MULE—
Add 50c ₩ keg to above prices.

Horse Ties—
Covert Mfg. Co.....45%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10&5%
"Imperial".....30&5%
Competition.....75@75&10%
Extra.....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....₩ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....₩ doz. $12 00 } 25@10&5%
Ice Crusher, No 3, ₩ doz. $8.00 }
Ice Crusher, No. 2, ₩ doz. $6.00 } 25@10&5%
Ice Crusher, No. 1, ₩ doz. $20.00 }
Ice Tools.....₩ doz. $4.00 25@10&5%
Sargent's Ice Awls.....50%
Snell's.....30%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ₩ doz. $6.00..25%
No. 84.....₩ doz. $15.00.25%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@20%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, ₩ doz. $1.50..20@25%
Butcher Knives.....25@35&10%
Shoe Knives.....25@30%
Dunlap Kitchen and Bread Knives 25%
Foster Bros.' Butcher, &c.....40%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives.....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr.....$1.35@$1.50
Carriage, Jap.....₩ gro. 80c, 60&10%
Door Knobs, Hematite.....50&10%
Door Mineral.....₩ doz. 65@65c
Door Por. Jap'd.....₩ doz. 65@70c
Door Por. Nickel...₩ doz. $1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....50&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '98. 60%

Lace Leather—
John C. Hagan & Co.:
Rawhide Side Lace, No. 1 ₩ ft. 18c
Tanned Side Lace.....₩ ft. 18c
Cut Lacings, ¼ in., ₩ 100 ft....$1 00
Cut Lacings, 5/16 in. ₩ 100 ft. $1 35
Cut Lacings, ⅜ in., ₩ 100 ft....$1.50
Cut Lacings, ½ in., ₩ 100 ft....$2.00
Cut Lacings, ⅝ in., ₩ 100 ft....$2.75
Cut Lacings, ¾ in., ₩ 100 ft....$3.25
Discount from list, 60%

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Latches—
Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—
Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A., (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:
12 in. 14 in. 16 in.
$4 00 $5.25 $6.50 each net
Pennsylvania....60&10%
Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—
Enterprise....35%
Gibbs' Arc....₱ doz. $10.00
Gibbs' Hustler....₱ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₱ doz. $12.00 $15.00 $24.00..35%

Lead Pipe, &c.—
Lead Pipe....₱ lb 6c
Lead Pipe, Tin Lined....₱ lb 12½c
Block Tin Pipe....₱ lb 22c
Sheet Lead....₱ lb 7c
Quantity discount 20%

Lemon Squeezers—
Berger Bros. ₱ doz. 8-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ₱ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₱ doz. $9.60
Jennings' Star...₱ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$3.25@$3.50
Porc. Lined, Wood....₱ doz. $6.00 30&10@40%
Wood, Common ₱ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon....35&10%
Iron Bench, new design....35&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 5....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₱ gro....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₱ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $3.25; No. 19, $3.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &c.—
Barnes Mfg Co....40@40&10%
Branford Lock Co....net prices
Champion Night Latches....40%
Dietz Flat Key....30%
Mallory, Wheeler & Co...60&10@70%
Norwalk Lock Co....60&10%
Plate....33⅓%
R. & E. Mfg. Co....60&10@70%
Reading Hdw. Co....60@60&10%
Sargent & Co....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch....35&5%
All other Night Latches....40%
Yale....net prices
CABINET—
Barnes Mfg. Co....40@40&10%
Dietz:
Nos. 29 to 39....40%
Nos. 41 to 78....45%
Nos. 87 to 96....30%
Eagle Lock Co....45%
Yale....45&5%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Barnes Mfg. Co....60@60&10%
Champion....40%
A. E. Dietz....40%
Eagle....40%
Scandinavian....90&40@90&40&10%
Smith & Egge Bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....net prices
TRUNK—
Corbin's....35%
Eagle....35%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—
Regular list....70&10@75%

Meat Cutters—

American....80%					
Nos.	1	2	3	4	5
Each.	$5	$7	$10	$35	$50 $80
Dixon's....₱ doz 33⅓%					
Nos.	1	2	3	4	
	$14	$17	$19	$30	
Enterprise....35%					
Nos.	10	12	22	33	42
Each.	$3	$3.50	$4	$6	$15
Hales Pattern ₱ doz....70@70&5%					
Nos.	11	12	13		
	$27	$33	$45		
Home No. 1..₱ doz $36....60%					
Little Giant....50&10%					
Nos.	305	310	312	320	323
	$35	$43	$44	$72	$68
Miles' Challenge ₱ doz....45@45&10%					
Nos.	1	2	3		
	$33	$50	$40		
Perfection....net					
Woodruff's ₱ doz....33⅓%					
Nos.	100	150			
	$15	$18			

Beef Shavers (Enterprise)....35@30%
Chadborn's Smoked Beef Cutter, ₱ doz $30.00

Meat Juice Extractors—
Enterprise....35%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₱ lb..25c
No Name....₱ lb..15c
Mystic....₱ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat....₱ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—
Matchless (Canton, O.), ₱ doz.$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896....87½&10%
FIXTURE—
Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze....10%
China....35%
Fire Gilt....10%
Plain....40%

Nail Pullers—
Black Hawk, per doz....$9.00
Eclipse....₱ doz. $18.00, 25&10&10%
Giant, No. 1, ₱ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....₱ doz $18.00, 30%
National....₱ doz. $24.00, 40%
Pelican....₱ doz $9.00, 15&10%
Scranton No. 2....₱ doz. $10.00
Scranton No. 3....₱ doz. $9.00

Nail Sets—
Buck Bros....27½%
Cannon's Diam'd Point ₱ gr. $12....25%
Humason's....50&10%
Hunters' Cup Point Knurled....₱ gro. $10.00
Hunters' Cup Point, Plain....₱ gro. $9.00
Octagon....₱ gro. $4.00@$4.75
Round, assorted....₱ gr. $3.00@3.25
Square....₱ gr. $4.00@$4.25
Snell's, Knurled....50&10%

Nippers—
Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—
Acme, Japanned, ₱ gross $30.00..40%
Acme, Nickel Plated, ₱ gro. $3..00 30%
Turner & Seymour Mfg. Co....60%

Nuts—
Cold Punched, Square, off list. $5 90
Hex, off list....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list....$7.30

Oilers—
Brass and Copper..50&10@50&10&5%
Cushman & Denison's:
Pocket Oilers....₱ doz. $1.55
Star Pocket Oilers....75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable Hammers, New Style, 10&5@30%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....35%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₱ lb....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ₱ lb....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1¼ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₱ lb:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₱ lb....70
Discount 33⅓&.
Pike's Washita Mounted No. 1:
8x2, ₱ doz....$12.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ₱ lb....$4
" 2x2x⅛, extra selected..40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston"....60%
"Excelsior" Self-Vulcanizing, per lb 70c....40%
Boston "Phœnix" Red Sheet, per lb....50c.net
Extra....60&5@60&10&5%
Standard, Fair Quality..70&10@75%
MISCELLANEOUS—
American Packing....9c@10c ₱ lb
Cotton Packing....14c@15c ₱ lb
Italian Packing....11c@12c ₱ lb
Jute....5½c@6c ₱ lb
Russian Packing....12½c@14c ₱ lb

Padlocks—
See Locks.

Parers—
APPLE—
Advance....₱ doz $4.50
Baldwin....₱ doz 5.00
Bonanza....each 5.00
Daisy....₱ doz 8.50
Dandy....each 7.50
Eureka, 1888....each 16.00
Family Bay State....₱ doz 12.00
Favorite....₱ doz 5.00
Gold Medal....₱ doz 4.00
Ideal....₱ doz 4.00
Improved Bay State.₱ ds..$27@30.00
Little Star....₱ doz 4.00
Monarch....₱ doz 13.50
New Lightning....₱ doz 5.50
Oriole....₱ doz 4.00
Penn....₱ doz 8.00
Perfection....₱ doz 4.00
Reading, 72....₱ doz 4.00
Reading, 78....₱ doz 7.00
Rocking Table....₱ doz 5.50
Scott's Pat. Rotary, ₱ doz $15.00, 20%
Turntable....₱ doz 4.50
Victor....₱ doz 12.50
Waverly....₱ doz 8.75
White Mountain....₱ doz 4.00
POTATO—
Saratoga....₱ doz 5.50
White Mountain....₱ doz $4.50

Pencils—
Dixon's:
Carpenters'....₱ gr. $3.25@7.75
Carpenter, Blue or Red Lead....₱ gro. 4.0@7.50
Lead....₱ gro. 2.18@4.88
Lumber....₱ gro. 6.87
Mascot, Hexagon....₱ gro. 4.75
Mascot, Round....₱ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....70&10@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@50%
Bench, First Quality....50@50&10%
Bench, Second Quality....60%
C. E. Jennings & Co....50&10%
Molding....40&10%
IRON PLANES—
Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron...5& &10%
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10@50&10&10%
Miscellaneous...25&10@ 5&10&10%
Steer's Iron Planes..50&10@50&10&5
PLANE IRONS—
Auburn "Thistle"....
Ohio....
Sandusky....
} 30&10@40%
Buck Bros....30%
Butcher's....$5.00@$5.25 to $
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & L. J. White....20&5@25%

Pliers and Nippers—
Button's....70@70&10%
Carew's Pat. Wire Cutters....25%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ₱ doz. $12.00...25%
Flat and Round Nose....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat. Pliers....50%
Hall's Nippers, ₱ doz., No. 2, 5 in. $12.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co.50@60 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ₱ doz $12.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....35&10%
Disston's....50%
Pocket Levels....70&10@75%
Stanley's....75&10@70 & 10&10%
Stanley's Duplex....35&10&10%
Wood's Extension Sight....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's....25%

Polish, Metal—
Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—
Dixon's Plumbago....₱ lb 8c
Joseph Dixon's....₱ gro $6.75, 10%
Gem....₱ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ₱ doz. $ .75; ₱ gr. $6.50
1½ qt. ₱ doz. $ .85; ₱ gr. $8.00
2 qt., ₱ doz. $1.15; ₱ gr. $12.00
} 10@ 12½
Quincy Corn Popper, 1 qt., ₱ doz. $3.00; 2 qt., $4.00....33⅓%

Post Hole Diggers—
Kohler's:
Little Giant, No. 12....₱ doz. $12 00
Hercules, No 25....₱ doz. 11.00
Invincible, No. 6....₱ doz. $10.00
Pioneer, No. 714....₱ doz. $ 9.00
Lock Lever, No 20...₱ doz. $12.00
Universal, No 49....₱ doz. $14.00
New Champion, No. 37 ₱ doz. $ 7.00
Iron Handle, No. 38...₱ doz. $ 5.00
Ryan's....₱ doz., $20.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Diston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Diston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₱ doz. $3 50
American, No. 33.....₱ doz. $3.50
E. S. Lee & Co.'s Pruning Tools.40%
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. ₱ doz.....$3.50@$3.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & C. Co.'s Combination.....₱ doz $13.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@60&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades75&10@80%
Pitcher Spout, Cheaper goods. 80&5@80&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 533, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 3½ in Deep Well Pump.....$15.00
No. 73, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 103, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$12.50
No. 235, Fig. 406, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$20.00
No. 280 Fig. 494, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 488, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 518, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55& f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50@55%
Check.....55%
Spring.....50&5%
Springfield Socket.....55%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

Barn Door, Light, In. ½ ⅝ ¾
Per 100 feet.....$1.40 1.95 2.60
Barn Door, "None Better" No. 1, ₱ foot.....3½c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers:
Small. Med. Large
Per 100 feet..$1.60 2.00 2.50
Carrier Steel Rail, ₱ foot.....4¼c
Cronk's:
Competition.....₱ foot, 2¼c
Common.....₱ foot, 2¼c
Double Braced.....₱ foot, 2½c
Lanes' O. N.T.....₱ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6¼c
Sliding Door, Iron, Painted....₱ ft 3c
Sliding Door, Wr't Brass, 1¼ in. ₱ ft, 25c.....30&10@40&5%
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot, 60&10&3½%

Rakes—

Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3 2 @$3.40
Lawn Queen, Impr'd, net ₱ doz. $4.3 @$3.50
Catch All...net ₱ doz. $3 15@$1.25
Jumbo.....net ₱ doz. $7.0 @$9.00
Paragon....net ₱ doz. $2 85@$3.00
Malleable.....75&
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank..75&15%
Prize Bow-Brace.....75&15%
Queen City.....33⅓%

Rasps, Horse—

New Nicholson Horse Rasp..70&10%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....30%
Westenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
Ferosteel new list, 1897:
Black Japanned.....40&10%
White Japanned.....30&10%
Bronze-plated.....40%
Nickel plated.....40&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....50%
Hose with burrs.....50%
Burrs only.....40%

IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....80%
Thousand, in bulk.....80&5%
Thousand, in papers.....8 &5%
Coopers, in bulk.....80%
Block, and Carriage, in papers.80%
Hame.....80%
Belt with burrs, tinned or coppered.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay..₱ doz. $1.00 net
Screw Stay.....₱ doz. 60c net

Rope

Cotton Rope, Best, ¼ in. and larger.....₱ ℔ 13 @14c
Medium, ¼ in. and larger.....₱ ℔ 10 @12c
Common, ¼ in. and larger.....₱ ℔ 8½@10c
Jute Rope.....₱ ℔ 5 @5½c
Manila:
7-16 in. and larger.....₱ ℔ 11½c
⅜ in.....₱ ℔ 12½c
¼ and 5-16 in.....₱ ℔ 11½c
Hay Rope, Med.....₱ ℔ 10½c
Sisal, ⅜ in.....₱ ℔ 9½c
¼ and 5-16 in.....₱ ℔ 10½c
7-16 in. & larger.....₱ ℔ 9½c
Med. L'th Y'rn.....₱ ℔ 8½c
Hay Rope.....₱ ℔ 9½c

Rules—

Athol, Steel.....33⅓%
Boxwood.....80&10&10&10%
Ivory.....40&10@40&.0&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—

Chinese Laundry.....₱ ℔ 4@4½c
Chinese Sad.....3½@3½c
Crown, Polished.....₱ doz $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ℔ 2½@2¼c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₱ doz.....$5.50
No. E 50, nickel plated, size 1, 2 or 3 without handles, ₱ doz.$4.00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz $6.00
No E 55 plain polished, size 1, 2 or 3 without handles, ₱ doz.$3.50
No E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₱ doz $7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₱ doz.$4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₱ doz $9.80
No. E 60, nickel-plated, size 4, without handles, ₱ doz.....$6 80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₱ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₱ doz.$4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.80
No. E 65, plain polished, size 4, without handles $5.80
The "Best" Handles, with Forged Iron Stretchers, ₱ doz.....$3.50
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz$22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ℔ 30@3½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash.....₱ ℔ 16c
Cable Laid Russia....₱ ℔ 12½c@14c
Common India.....₱ ℔ 8½c@ 9c
Common Russia Sash.₱ ℔ 12½c@13c
Patent India.....₱ ℔ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ℔ 30c
"Samson" Braided Drab, Cotton.....₱ ℔ 35c
"Samson" Braided Italian Hemp.....₱ ℔ 33c
"Samson" Braided Linen, ₱ ℔ 56c
Silver Lake:
A Quality, Drab.....₱ ℔ 40c. 15@15&7½%
A Quality, White.....₱ ℔ 35c. 15@15&7½%
B Quality, Drab, ₱ ℔ 35c. 15@15&7½%
B Quality, White ₱ ℔ 30c. 15@15&7½%
White Cotton Braided, ₱ ℔ 31c@33c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....30&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$18.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....60@60&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....35&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....35&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....30%
Grimm's:
Complete'.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Red, Polished and Varnished...₱ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....35&5%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&5%
Cross-cuts Nos. 3 and 4, $33.00; No. 5, $31.00.....40&10%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@$18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '93.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $4.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@50&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10%

Screens—

DOORS—
Phillips:
Empire Fancy.....30%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames. 25&10%
Monarch Adjustable Window Screens.....30%

Screw Drivers—

Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....27½%
Champion.....40&10%
Disston's.....50@50&10
Pat. Excelsior.....5 &5%
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50
Howard-Allard.....50&10&10%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....60&10%

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Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....⅌ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....35%
Williamson's:
Beauty, ⅌ doz.....$1.00 } 40%
Gem, ⅌ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....85%
Brass, Round Head.....83⅓%
Bronze, Flat Head.....83⅓%
Bronze, Round Head.....80%
Coppered, Flat Head.....85%
Coppered, Round Head.....80%
Drive Screws, Diamond Point.87½%
Iron, Bright Flat Head.....87½%
Iron, Br't R'd & Oval Head.....85%
Nickel Plated, Iron Flat Head..83⅓%
Nickel Plated, Iron R'd Head..82½%
Silver Plated, Iron Flat Head....80%
Silver Plated, Iron Round Head.75%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ⅌ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ⅌ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....60&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's,..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....60&10@60&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ⅌ Set.....$2.25
Surrey, No. 9, ⅌ Set.....$3.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....60&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs.⅌ doz.$3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks& Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1892.50&10@50&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
O.S. Edge.....60@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ⅌ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...⅌ doz. $1.75; ⅌ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....⅌ gro. $15.00@$18.00
2 Knives.....⅌ gro. $30.00 @$37.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Victor.....50&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel..... } 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....⅌ doz. 5& 10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....80%
Wood, 2nd Quality.....33⅓%
Wood.....⅌ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.... Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co,....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....35%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ⅌ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....60&10%
Carpet Tacks:
American, Blued....90&10@90&20%
America , Tinned...90&2.@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....8 &10%
Bill Posters' and Railroad Tacks:
S. S .....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails 60%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S .....90&2 %
Hungarian Nails, Steel.....80&20%
Lace Tacks.....
S. S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S 85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S S.....90&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....⅌ box $4.00
Bill Nye, Jr., Brad Box..⅌ box $2.00
Bonnie Blue.....⅌ box $1.
Can Opener Carpet Tacks.⅌ gr $4.00
Dble. Point.90&10&10&10&10&10&10%
Hammer Carpet Tacks...⅌ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓&& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓&& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " ...1.50
Little Jack.....⅌ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&2½&5%
Keuffel & Esser Co , New list, 1896: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand....60@65&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $5.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatles'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433. ⅌ doz.....$1.65
D. H. Fork, Steel Regular, c'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ⅌ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ⅌ doz.....$3.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ⅌ doz.$1.75
Floor Hooks, ¾ in. ⅌ doz. .65
Floor Pulley, Wood Sheave, Fig. 436. ⅌ doz.....$3.00
Hanging Hooks for Double Steel Track, ⅌ doz..... .60
Hanging Hooks for Single Steel Track, ⅌ doz..... .60
Hanging Hooks for Wood Track, 10 in. ⅌ doz..... .45
Hanging Hooks for Wood Track, 14 in , ⅌ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ⅌ doz.$3.00
Malleable Rafter Brackets, ⅌ doz ..... .45
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$6.7

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Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track $3.25
Rope Hitch, ₩ doz. $1.75
Single rail Car, Single Steel T. $3.50
Single Rail Steel Track with clamps, ₩ ft. ..... .09
Sprouts Shear Fork, each $1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz. $1.50
Sure Grip Sling Car., Steel or Wood Track $6.00
Walker Fork, each $1.15
Wrought Rafter Brackets, ₩ doz. ..... .45

Transom Lifters—

Ajax ..... 50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent ..... 7@7 &10%
Dicksons 60%
Nickel Plated ..... 50&10%
Payson's Solid Grip, Nos. 3 8 and 304 ..... ₩ 100, $12.00
Shaw's:
Copper Finished ..... 80&10%
Lever ..... 70@70&10%

Traps—

GAME—
Blake's Patent ..... 60@60&10%
Enterprise Mole 15%
Newhouse ..... 5 @50&10%
Oneida Pattern ..... 75&5@75&10%

MOUSE AND RAT—
Erie Rat ..... 40@40&10%
Hotchkiss:
Metallic Mouse, ... ₩ doz. 65c
Improved Rat ..... ₩ gross, $12.50
New Rat ..... ₩ gross. $12.50
Mouse, Bonanza .... ₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ d z $2.50, 15%
Mouse, Delusion 40%
Mouse, Ideal ..... ₩ gr $9.00
Mouse, Round Wire. ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro. $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz. $15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz. $11.00
John M. Mast:
Snap Shot, 3-Hole .... ₩ gro., $4.00
Snap Shot, 4-Hole .... ₩ gro., $7.00

FLY-
Balloon, ₩ doz $1.25 ..... ₩ gr. $13.50
Electric Rod ..... ₩ gr. $16.50
Globe ..... ₩ doz., $1.25; ₩ gr. $13.50
Harper .... ₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick 30%
Disston's:
Brick ..... 25@25&10%
Plastering ..... 25@25&10%
Pointing 30%
C. E. Jennings & Co.:
Brick 30%
Plastering 25%
Pointing 30%
Wm. Johnson's:
Brick 40%
Plastering 40%
Pointing 40%
W. & McP. Plastering .... 25@25&10%
Peace's Plastering ..... 25@25&5%
Richardson ..... 25@25&10%
"Rose" Brick Plastering and Moulders ..... 30@30& 10%
Sargent's Garden, No. 1 ..... 70%
Sargent's Garden, No. 15 ..... 50%

Vegetable Slicers—

Enterprise Mfg. Co. 25%

Ventilators—

CHIMNEY—
Pancoast's Double Deflector. 70&10%

WINDOW—
Pancoast's "Common Sense," ₩ doz. $9.00

Vises—

Solid Box ..... 60&10@60&10&10%

PARALLEL—
Armstrong's:
Combination 50%
Plain and Hinge 60%
Athol, Oval Slide ..... 60&10%
Bonney's Champion ..... 50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's ..... 40@40&10%
Howard's ..... 40&10%
Little Giant Bench ..... 25&10&5%
Lowell Hand 33⅓%
Millers Falls, Mechanics'...net@10%
Moore's 20%
Parker's ..... 20@25%
Oval Slide .. .. 50&10%
Victor 30%
Prentiss ..... 20@25%
Sargents ..... 70&10%
Simpson's Adjustable 40%
Stephens' ..... 25@30%
Trenton ..... 40&5@40&10%

SAW FILERS—
Bonney's Nos. 2 & $15.00 ..... 50&10%
Stearn's Com., No. 0, 1, 2, and 3. .50%
Stearn's Rubber Jaw, Nos. 10 and 33 ..... 33⅓%
Wentworth's 40%

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₩ doz., $20.00 ..... 60&20%
Daisy, ₩ doz., $12.00 ..... 60&20%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's ..... 20&10&10%

Weather Strips—

Church's:
Axtell, Lacquered, 36 in. ₩ doz. $5.00
Axtell, Lacquered, 42 in. ₩ doz. $7.00
Axtell, Pol. Brass, 36 in. ₩ doz. $12.00
Axtell, Pol. Brass, 42 in. ₩ doz. $15.00

Weed Diggers—

"Pastime" ..... ₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co. 40%
Clayton's ..... 25&10%

Window Mirrors—

Bayer & Co.'s ..... ₩ doz. $24.00 net

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection" 50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire 35%
Bright Wire Goods, Standard list 90&2(@90&2%
Cast Steel Wire 50%
Copper Wire 40%
Malin's Annealed and Tinned on Spools ..... 60&10%
Malin's Brass and Copper on Spools ..... 50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18 .. 80&10@80&10&10%
Cop'd, Nos. 0 to 18 ..... 80&10%
Galv., Nos. 0 to 18 ..... 80&10%
Tin'd, Tinned list Nos. 0 to 18 ..... 75&10%
Picture Wire ..... New list 85&10%
Steel Music Wire, Nos. 13 to 30, Imported, ₩ ℔ ..... 60@70c
Stub's Steel Wire ..... $6.00 % 2 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting .... 80&20%
Painted Screen Cloth good quality, ₩ 100 sq. ft., $1.00@$1.10

Wire Rope—

List.
Cast-steel ..... 2½&2½&2½ cash
Iron ..... 20&2½&2½ cash
Iron, Galvanized .. 20&2½&2½ cash

Wire Rope Clips—

Crosby 25%

Wire Stretchers—

W. C. Heller's Grip ..... ₩ doz. $1.50

Wrenches—

Agricultural ..... ₩ .80@80&10%
Alken's Pocket (Bright) .. $2.00@3.20
Alligator 70%
Armstrong's 40%
Baxter's ..... 65&10@70%
Bemis & Call's:
Brigg's Pattern ..... 30&10%
No. 2 Cylinder or Gas Pipe 55%
No. 3 Pipe, Bright 60%
Patent Combination Black. 40&10%
Patent Combination Bright. 40&5%
Boardman's ..... 30@33⅓%
Cincinnati Tool Co:
Bit ..... 15@15&10%
Standard Brace ..... 15@15&10%
Coes':
Genuine ..... 40&10&5&5&5%
"Mechanics'" ..... 40&10&10 &5&5&5%
Donohue's Engineer ..... 40&10%
Eagle Pipe ..... 50&10%
Stillson Pipe 45%
Taylor Pipe and Nut 40%
Trimo Combination 40%
Trimo Pipe ..... 50&10%
Wakefield Pipe and Nut 40%
Whitman & Barnes:
Acme ..... 60@60&5%
All Steel Pipe ..... 50&10@ 0%
Always Ready ..... 35@40&10
Bull Dog ..... 60&5&10
Diamond Cycle ..... ₩ doz $2.00
Drop Forged Engineers. 35@40&10%
Hercules ..... 70&10@75%
Improved Knife Handle Pipe 60@65 &5%
Machinists' Knife Handle. 50&10 @50&10&5%
Regular ..... 80&5@ 0&10&5%
J. H. Williams 35%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894, 2%
Lovell Mfg. Co., list July 2, 1894 .. 2%
National Wringer & Mfg. Co., list Jan. 1, 1895 ..... 2%
Peerless Mfg. Co., list Feb., 1893 .. 2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels .. ₩ gallon 38c
Linseed, City, Boiled, in barrels ₩ gallon 40c
Out of Town on Spot .. ₩ gal. 38c
Calcutta, Raw, in bbls .... ₩ gal. 54c
Lard, Prime City ..... ₩ gal. 42@43c
Extra, No. 1 ..... 37@39c
No. 1 ..... 27@29c

Paints and Colors—

Barytes, Foreign, ₩ ton, $18.00@$23.50
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ℔ ..... 4¾@5c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ℔ net 6¼c
In lots of 500 pounds and over, ₩ ℔ 5¾c
White Lead, Foreign, in Oil, ₩ ℔ 8@5¾c
Litharge, Kegs, ₩ ℔ ..... 5½@5¾c
Zinc, American, Dry, ₩ ℔ .... 4@4½c

Putty—

In bbls. and half bbls. ..... 1½@1¾
Putty in Bladders ..... 1¾@2
Putty in Tins ..... 2 @2½

Spirits Turpentine—

In regular bbls. ..... 29@——c
In machine bbls. ..... 30@——c

Dry Colors—

Blue, Chinese ..... ₩ ℔ 30 @35
Blue, Prussian ..... ₩ ℔ 29 @28
Blue, Ultramarine .. ₩ ℔ 6 @25
Sienna, Italian, burnt & powdered ₩ ℔ 4½@10 c
Sienna, Italian, raw & powdered ... ₩ ℔ 3 @4½c
Umber, Turkey, burnt ..... ₩ ℔ 2½@3½c
Umber, Turkey, raw ..... ₩ ℔ 2½@3 c
Green, Chrome, Ordinary ..... ₩ ℔ 4 @12 c
Green, Paris, in bulk, ₩ ℔ 13½@15½c
Indian Red, American ..... ₩ ℔ 2½@ 3 c
Indian Red, English ..... ₩ ℔ 4½@8½

Colors in Oil—

Black Coach Japan ₩ ℔ .. 18½@20
Black Coach Japan, in Oil ..... ₩ ℔ 12 @12 c
Black Drop ..... ₩ ℔ 7 @10 c
Black Lampblack, Best ..... ₩ ℔ 12 @15 c
Black Lampblack, common ..... ₩ ℔ 7 @10 c
Blue, Chinese ..... ₩ ℔ 35 @40 c
Blue, Prussian ..... ₩ ℔ 25 @25 c
Blue, Ultramarine .. ₩ ℔ 16 @21 c
Sienna, bur't ..... ₩ ℔ 8 @12 c
Sienna, raw ..... ₩ ℔ 7 @10 c
Umber, burnt ..... ₩ ℔ 7 @10 c
Umber raw ..... ₩ ℔ 6 @10 c
Brown, Vandyke .... ₩ ℔ 7 @12 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.
Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,
ALBANY, N. Y.

"TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell, Baltimore, Md.: HARDWARE is too valuable to be without.

"GREAT VALUE AS AN ADVERTISING MEDIUM."

Buck Bros., Millbury, Mass. [*Tools*]: We appreciate the great value of your paper as an advertising medium.

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1041 Miles in Ten Hours.



WITH each returning season we show something new and desirable in bicycle construction. . . . This season finds us with more good things than ever. . . . One of these good things is the

BURWELL BALL AND ROLLER BEARING.

Examine the illustration—notice particularly that the little steel roller between the balls transfers the motion without interruption and the balls cannot grind together as in ordinary bearings.

CLEVELAND CYCLES
HONEST VALUE
CLEVELAND CYCLES

We have been running the spindles of our cup and cone grinding machines mounted in **Burwell Ball and Roller Bearings** at a speed of 35,000 turns per minute, 10 hours per day for many weeks and the bearings are ***RIGHT.*** The circumferential travel of these spindles is ***1041 Miles in Ten Hours***—a greater test for endurance than the bearing would be subjected to when used in a bicycle for an ordinary lifetime . . . Ordinary bearings under the same conditions cannot be run at more speed than 12,000 turns per minute. There is nothing "ordinary" about **Cleveland Bicycles.** Every piece of material and every hour of labor is the best money can buy. We cater to a trade that wants the best and knows the best.

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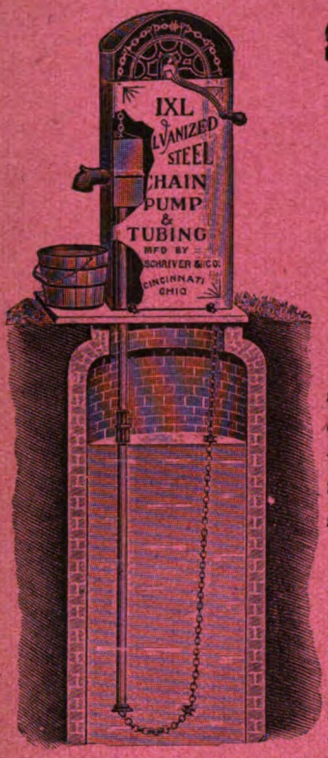
H. A. LOZIER & CO.,

Mfrs. Cleveland Bicycles. . . . **CLEVELAND, OHIO.**

BRANCHES:
New York, Chicago, Boston, Philadelphia, Buffalo, Detroit, San Francisco, London, Paris, Hamburg.

FACTORIES:
Toledo, Ohio; Westfield, Mass.; Toronto Junction, Ont.; Thompsonville, Conn.

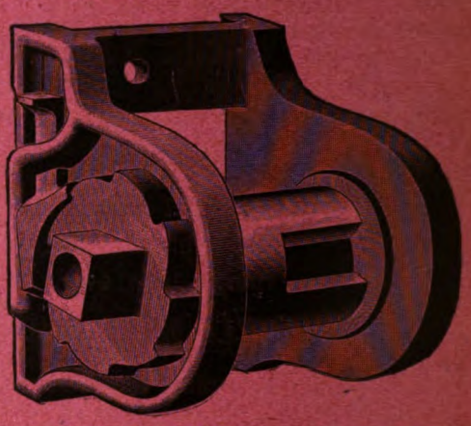
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"I. X. L." SPECIALTIES.

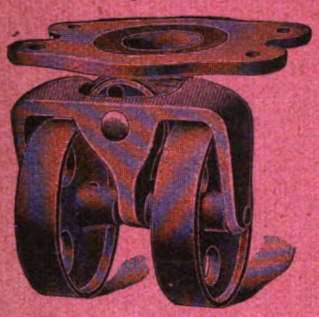
The dealer and consumer are saved much time and trouble in handling the **I X. L.** Improved Ratchet, as it is so constructed that all the parts are held together as one piece, which avoids the losing of PAWLS, and it will not fall to pieces when the wire slackens after being adjusted to the fence. It has a quick action, positive catch and no keys to fall out.

Chain Pumps have always been in favor on account of the many advantages they have over others, and the objection to the wood curb and tubing is overcome in the I. X. L. Galvanized Steel Curb and Steel Tubing, making it the best and most beautiful pump on the market.



We especially call attention to its superiority over the old Wooden Suction and Iron Pitcher Pumps, as there are no valves to get out of order or dry out, and it will always throw a larger stream of water than any other Pump on the Market.

It Throws More Water and Pumps Easier than any other pump in existence.
It Keeps the Water Pure and Fresh.



"HERCULES CASTERS"

Are the Strongest and Best in the market, having all the advantages of other casters, and Special Features of their own, namely, a larger anti-friction wheel, being one-half the diameter of the floor wheel, which makes it revolve easier, its long stem giving sufficient side motion so as to let the floor wheels adjust themselves to uneven surfaces.



Why You Should Use the I. X. L. Galvanized Steel Tubing.

It does not make the water taste as wood tubing does.
It will not rust, being made out of No. 24 Gauge Best Galvanized Steel.
It will not rot or accumulate filth, and leaves the water clear and pure.
It is anti freezing, as the reservoir piece has a small hole in same, which allows the water to run out.
It only weighs ½ lb. to the foot, while wood tubing soaked with water weighs 6 lbs. or more per foot.
It can be used in wells as deep as 40 feet.

The I. X. L. Galvanized Steel Tubing can also be used on any make of wood curbs, as the stirrup on all other curbs will fit the square reservoir box on the Galvanized Tubing.

Ask your Jobber for Them.

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For sale by Jobbers at manufacturers' prices.

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CUT AND WIRE STEEL NAILS,

ALSO HEADQUARTERS FOR

GALVANIZED AND TINNED NAILS,

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25 pounds by ounces.

Do not confuse the "STANDARD" with inferior scales.

Made of Steel throughout, no castings to break. . . Large aluminum dial, nickel rim, black figures. . . Double upright steel supports, insuring accuracy. Beautifully japanned and striped. Large polished Scoop. . . . . .

Warranted Accurate.

All dealers should sell the

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at all seasons of the year. Invaluable to families in preserving and canning. Also detects errors in weight of purchases. . . . .

Order Through Your Jobber.

Pelouze Scale & Mfg. Co.,

Mfrs. of Reliable Family, Counter, Postal and Candy Scales. CHICAGO.

FALL RIVER WORKS.

E. S. HULBERT & CO.,



Manufacturers of

CUTLERY OF THE HIGHEST GRADE.

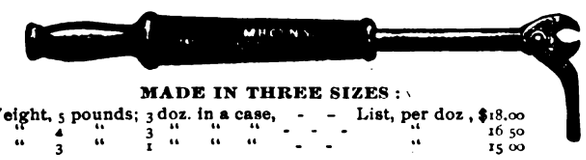
Consisting of full lines used by BUTCHERS, PACKERS, GROCERYMEN, HOTEL "CHEFS," and especially for the HARDWARE, CUTLERY, HOUSE FURNISHING, BUTCHERS' SUPPLY, HOTEL SUPPLY and GROCERS' SUPPLY trade.

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ESTABLISHED 1846.

THE GENUINE "GIANT" NAIL PULLER AND BOX OPENER

All GENUINE Guaranteed Pullers have the word GIANT on the Handle.



MADE IN THREE SIZES:

No. 1—Weight, 5 pounds; 3 doz. in a case, - - - List, per doz, $18.00
No. 1½ " 4 " 3 " " " - - - - " 16 50
No. 2 " 3 " 1 " " " - - - " 15 00

IMITATED BY MANY.

EQUALED BY NONE.

MALTBY HENLEY CO., 20 Warren Street, New York, U. S. A.

STANDARD STEEL WIRE NAILS.

SIZES, LENGTH AND NUMBER TO THE POUND.

SIZES.	Length.	Common.	Barbed Common.	Clinch.	Fence.	Finishing	Barbed Finishing	Fine.	Barrel.	Casing.	Smooth Box.	Barbed Box.	Flooring Brads.	Barbed Oval-Head Car Nail. Light	Barbed Oval-Head Car Nail. Heavy.	Slating.	Barbed Roofing.	Shingle.	Tobacco.	Lining.	Wire Spikes.	Length.	SIZES.
	¾ in	....	...	...	....	....	....	..	1500	....	...	....	..	.....	.....	....	714	.....	....	2100	....	¾ in	
	⅞ "	....	...	...	....	....	....	..	1000	....	...	....	..	.....	.....	....	469	.....	....	1780	....	⅞ "	
2d	1 "	1200	876	710	....	1558	1558	1550	875	1350	1350	1143	....	.....	.....	411	411	.....	....	1500	....	1 "	2d
3d Fine	1¼ "	....	....	....	....	....	....	1140	775	....	....	....	....	.....	.....	....	....	.....	....	....	....	1¼ "	3d Fine
3d Com	1¼ "	720	568	429	....	980	913	...	560	913	913	885	....	.....	.....	329	251	.....	....	....	....	1¼ "	3d Com.
	1⅜ "	....	....	....	....	....	....	....	390	....	....	....	....	.....	.....	....	....	.....	....	....	....	1⅜ "	
4d	1½ "	482	357	274	....	740	584	760	350	584	584	530	....	274	165	209	165	....	274	....	....	1½ "	4d
5d	1¾ "	300	235	235	142	575	410	....	....	410	410	406	....	142	118	142	142	270	235	....	....	1¾ "	5d
6d	2 "	252	204	157	124	350	268	....	....	310	310	299	157	124	103	....	103	204	157	....	....	2 "	6d
7d	2¼ "	1°6	139	139	92	275	238	....	....	238	238	210	139	92	76	....	....	182	139	....	....	2¼ "	7d
8d	2½ "	132	99	99	82	190	164	....	....	170	170	170	99	82	69	....	....	125	99	....	....	2½ "	8d
9d	2¾ "	106	90	90	62	173	149	..	....	150	150	147	90	62	54	....	....	114	90	....	....	2¾ "	9d
10d	3 "	87	69	83	50	137	105	....	....	121	121	121	69	57	50	....	....	83	69	....	50	3 "	10d
12d	3¼ "	66	53	64	38	98	97	....	....	97	97	94	53	47	38	....	....	....	....	....	....	3¼ "	12d
16d	3½ "	51	43	59	30	81	71	....	....	72	72	72	43	43	35	....	....	....	....	....	35	3½ "	16d
20d	4 "	35	31	43	23	71	54	....	....	54	54	53	....	31	26	....	....	....	....	....	26	4 "	20d
30d	4½ "	27	24	....	....	....	....	....	....	46	46	44	....	28	24	....	....	....	....	....	20	4½ "	30d
40d	5 "	21	18	....	....	....	....	....	....	36	36	36	....	21	18	....	....	....	....	....	15	5 "	40d
50d	5½ "	15	....	....	....	....	....	....	....	....	....	....	....	17	14	....	....	....	....	....	12	5½ "	50d
60d	6 "	12	....	....	....	....	....	....	....	....	....	....	....	15	13	....	....	....	....	....	10	6 "	60d
	6½ "																				9	6½ "	
	7 "																				7	7 "	
	7½ "																				5	8 "	
	8 "																				4½	9 "	

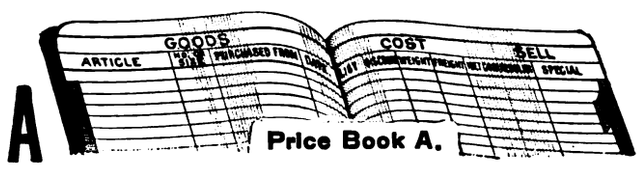
3⅜ lbs. of 4d Common, or 2⅜ lbs. of 3d Common, will lay 1000 shingles.
3¼ lbs. of 3d Fine will put on 1000 laths, 4 nails to the lath.

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HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

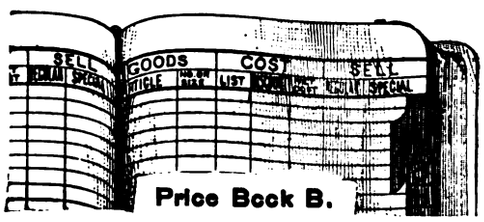
These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.



Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

FOUR EDITIONS:

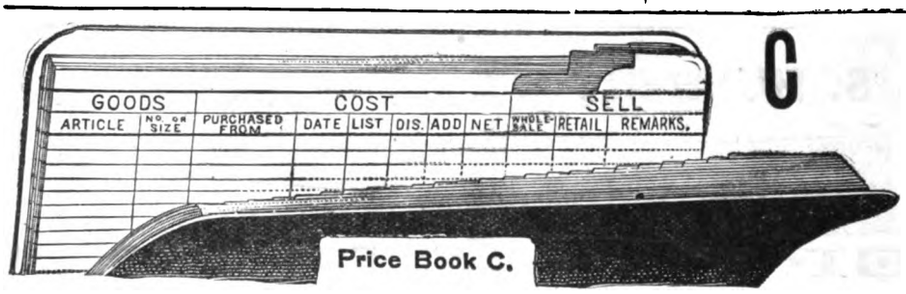
A, 200 pages,	$1.00	**A 2**, 400 pages,	$1.50
A F, 200 pages with flap,	1.25	**A F 2**, 400 pages with flap,	1.75



In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

FOUR EDITIONS:

B, 200 pages,	$1.00	**B 2**, 400 pages,	$1.50
B F, 200 pages with flap,	1.25	**B F 2**, 400 pages with flap,	1.75



The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4½ x 7¾ inches.***

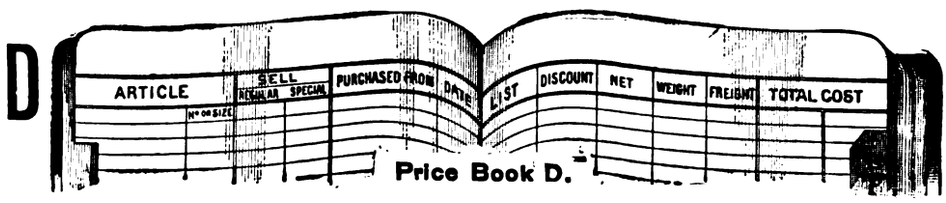
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C, 200 pages,	$1.00
C F, 200 pages with flap,	1.25
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C F 2, 400 pages with flap,	1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. ***Page, 5¼ x 8 inches.***

FOUR EDITIONS:

D, 200 pages,	$2.00
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D 2, 400 pages,	3.00
D F 2, 400 pages with flap,	3.50

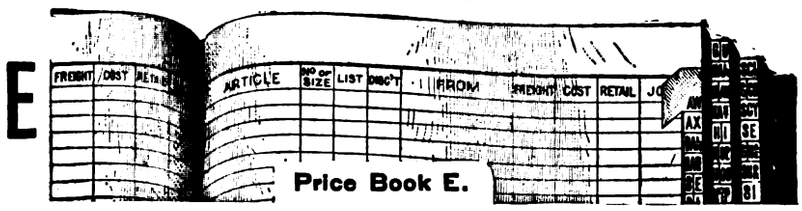


MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers,	turn to	AU	For Chisels,	turn to	CHI	For Iron,	turn to IRO
" Parers, Apple	"	PAP	" Cutlery,	"	CUT	" Irons,	" IR'S

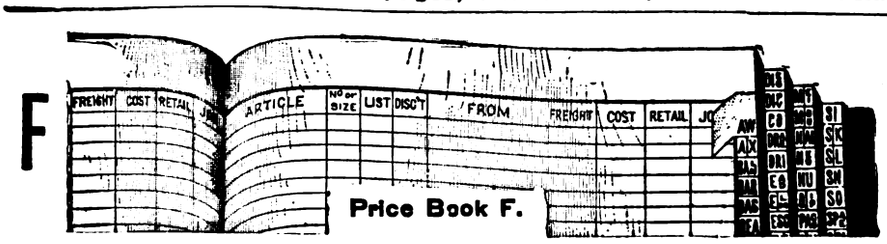
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AU	HAN	SCY	
AW	HAS	SE	
AX	HI	SHE	

Fac Simile of Indexing.

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AD	DIE	MF	SI
AN	DIP	MO	SK
AU	DO	NAI	SL
AW	DRE	NE	SN
AX	DRI	NU	SO

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New Jersey Car Spring & Rubber Co., Jersey City, N. J.

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Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Chas J Stebbins, New York.
Twentieth Century Mfg. Co., New York.

Bicycle Step Ladders.
Bicycle Step Ladder Co. Chicago.

Blind Hinges.
Stanley Works, New Britain, Ct.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.
Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.
See Tackle Blocks.

Bolts.
Berger Bros. Co., Philadelphia.
Brass Goods Mfg Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Franklin S. Miles, Philadelphia.

Box Straps.
Cary Mfg. Co., New York.
Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.
Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.
Magnolia Metal Co., New York.

Brass, Manufacturers.
Waterbury Brass Co., New York

Brass, Perforated.
Harrington & King Perforating Co., Chicago.

Bridges.
Berlin Iron Bridge Co., East Berlin, Conn.

Buffing Wheels.
Divine Bros., Utica, N. Y.

Buggies.
Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.
Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.
John Sommer's Sons, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.

Butts.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.

Calipers.
Alfred Field & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.
Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers.
F. E. Myers & Bro., Ashland, Ohio.

Casters.
Allerton-Clarke Co., New York.

Castings.
Aluminum Sign & Novelty Co., Columbus, Ohio.

Cement.
National Cement & Rubber Co., Toledo, Ohio.

Chains.
Bridgeport Chain Co., Bridgeport, Conn
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chain Hoists.
Chisholm & Moore Mfg. Co. Cleveland, Ohio.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H

Chisels.
Snell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Chucks.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clay Screens.
Harrington & King Perforating Co., Chicago.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago, Ill.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Coal Screens.
Edward Darby & Sons, Phila., Pa.
Harrington & King Perforating Co., Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper, Perforated.
Harrington & King Perforating Co., Chicago.

Cordage and Twines.
Columbian Cordage Co., Auburn, N. Y.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Countersinks.
H. H. Mayhew Co., Shelburne Falls, Mass.
Snell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

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Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Surpless, Dunn & Co., New York.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Fox Cutlery Co., Hoboken, N. J.
Goodell Co., Antrim, N. H.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn Chicago.
Troy Nickel Works, Albany, N. Y

Dies.

Ferracute Machine Co. Bridgeton, N. J.
F. E. Myers & Bro., Ashland, Ohio.
E. S. Stiles Press Co., Watertown, N. Y.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

John Chatillon & Sons, New York.
Norton Door Check & Spring Co., Boston, Mass.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
John Toler, Sons & Co., Newark, N. J.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Doors and Shutters, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Drawing Instruments.

Keuffel & Esser Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Detroit Twist Drill Co., Detroit, Mich.
Alfred Field & Co., New York.
Goodell Bros. Co., Greenfield, Mass.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Albanus L. Smith & Co., Philadelphia.
Standard Tool Co., Cleveland, O.
J. T. Slocomb & Co., Providence, R. I.

Drilling Attachment.

Albanus L. Smith & Co., Philadelphia.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Albanus L. Smith & Co., Philadelphia.

Drop Presses.

Miner & Peck Mfg. Co., New Haven Conn.
E. S. Stiles Press Co., Watertown, N. Y.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Dust Beaters.

Planet Mfg. Co., Springfield, Mass.

Dynamos.

W. H. Elliott Electric Co., Cleveland, Ohio.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Electric Hoists.

Chisholm & Moore Mfg. Co., Cleveland, Ohio.

Electric Bells and Supplies.

W. H. Elliott Electric Co., Cleveland, Ohio.
John H. Graham & Co., New York.
Partrick, Carter & Wilkins, Philadelphia.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J
Warner Elevator Mfg. Co., Cincinnati, Ohio.

Elevator Screens and Guards.

Harrington & King Perforating Co., Chicago.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enamel.

National Cement & Rubber Mfg. Co., Toledo,

Enameline.

J. L. Prescott & Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
Otto Neuburg, New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York.

Farming Tools.

E. P. Bellows Agricultural Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
National Specialty Mfg. Co., Philadelphia, Pa.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Nicholson File Co., Providence, R. I.
Sickels & Nutting Co., New York.

Filters.

J. H. Seed, New York.

Fire Pots.

Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading Pa.

Fronts for Buildings, Iron.

Berlin Iron Bridge Co., East Berlin, Conn.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Garden Tools.

E. P. Bellows Agricultural Co., New York.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N.Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston,

Generators.

W. H. Elliott Electric Co., Cleveland, Ohio.

Glass Cutters.

W. L. Barrett, Bristol, Conn.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland,

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N.Y.
Ulrich Mfg. Co., Rock Falls, Ill.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.
Ney Mfg. Co., Canton, Ohio.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N Y

Hangers, Door.

Chisholm & Moore Mfg. Co., Cleveland, Ohio.
Cronk Hanger Co., Elmira, N. Y.
Darling, Brown & Sharpe, Providence, R. I.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
William H. Littell, New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia
National Specialty Mfg. Co., Philadelphia.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
W. W. Pryor Hardware Co., New York.
Reading Hardware Co., Reading, Pa.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Ulrich Mfg. Co., Rock Falls, Ill.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Cutters.

E. P. Bellows Agricultural Co., New York.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters.

Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Chisholm & Moore Mfg. Co., Cleveland, Ohio.
Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co, New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
National Horse Nail Co., Vergennes, Vt.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke, Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.
Twentieth Century Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Philadelphia Lawn Mower Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Boston.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
Millers Falls Co., New York.
Miner & Peck Mfg. Co., New Haven, Ct.
Albanus L. Smith & Co., Philadelphia.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Turner, Vaughn & Taylor Co., Cuyahoga Falls, Ohio.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Alder & Boyd, New York.
Maltby Henley Co., New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Office Railings

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
W. W. Lawrence & Co., Pittsburgh, Pa., and Buffalo, N. Y.

Paper Cover.

Niagara Paper Mills, Lockport N. Y.

Patents.

Munn & Co., New York.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

A. Mugford, Hartford, Conn, and New York.
Otto Neuburg, New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

Goodell Bros. Co., Greenfield, Mass.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Scholhorn Co., New Haven Conn.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works, Albany, N. Y

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Police Equipments.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish.
John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.
E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.
Alder & Boyd, New York.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses.
E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.
Heber Wells, New York.

Pruning Shears.
Wm. Schollhorn Co., New Haven, Conn.

Pulleys.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Barr Mfg Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.
Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.
Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Snell Mfg. Co., Fiskdale, Mass.
E. S. Stiles Press Co., Watertown, N. Y.
Underhill, Clinch & Co., New York.

Radiators.
Wilmot Castle & Co., Rochester, N. Y.

Railings, Brass and Iron.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.
Magnolia Metal Co., New York.

Rails, Barn Door.
Ohlsholm & Moore Mfg. Co., Cleveland, Ohio.
McKinney Mfg Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.
Enterprise Mfg. Co., Philadelphia.

Rakes.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Rat and Mouse Traps.
See Traps.

Refrigerators.
Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.
P. J. Conroy & Co., Philadelphia.

Reels.
John Sommer's Son, Newark, N. J.

Registers.
Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.
Enterprise Mfg Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.
Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.
Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing and Roofers' Supplies.
Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Roof Trusses, Iron.
Berlin Iron Bridge Co., East Berlin, Conn.

Rubber Belting.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.
Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Stephens & Co., Riverton, Conn.

Sad Irons.
Enterprise Mfg. Co., Philadelphia

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Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

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Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.
Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

Saws.
E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Sets.
E. C. Atkins & Co., Indianapolis Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York,

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind.

Scales.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.
James F. Martin, Frankford, Philadelphia
Underhill, Clinch & Co., New York.

Screens, Perforated Metal.
Harrington & King Perforating Co., Chicago.

Screen Plates, Punched.
Harrington & King Perforating Co., Chicago.

Screens, Wire.
Edward Darby & Sons, Philadelphia.
A. J. Phillips Co., Fenton, Mich.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.
Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.
Holroyd & Co., Waterford, N. Y.

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North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.
Alfred Field & Co., New York.

Scythe Stones.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.
Samson Cordage Works, Boston.

Shears, Power.
E. S. Stiles Press Co., Watertown, N. Y.

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Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Wm. Schollhorn Co, New Haven, Conn.

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Boston & Lockport Block Co., Boston and Lockport, N. Y.

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Waterbury Brass Co., New York.

Sheet Steel.
Dunbar Bros., Bristol, Conn.

Shelf Boxes.
W. C. Heller & Co., Montclair, N. J.
Henry H. Sheip & Co., Philadelphia

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago.

Shovels.
Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Signs.
Aluminum Sign & Novelty Co., Columbus, Ohio.

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Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport Conn.
Wm. Rogers Mfg. Co., Hartford and Norwich, Conn.; Taunton, Mass.

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Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.
John W. Sudlow, Brooklyn, N. Y.

Skates.
Barney & Berry, Springfield, Mass.
John H. Graham & Co., New York.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.
Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
Enterprise Mfg. Co. of Pa. Philadelphia.

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Covert Saddlery Works, Farmer, N. Y.

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Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Snow Shovels.
Iowa Farming Tool Co., Fort Madison, Iowa.
A. J. Phillips Co., Fenton, Mich.
Underhill, Clinch & Co., New York

Spades.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.
Edward Darby & Sons, Philadelphia.
Dow Wire Works Co., Louisville, Ky.
Harrington & King Perforating Co., Chicago.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spelter.
Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Spikes.
Salem Nail Co, New York.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

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John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Miller & Van Winkle Co, Brooklyn, N. Y.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.
Edward Darby & Sons, Philadelphia.

Stair Nosings.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

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Clark & Cowles, Plainville, Conn

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John H. Graham & Co., New York.
McKinney Mfg. Co. Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Steel.
Wallace Barnes Co., Bristol, Conn

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Bommer Bros., Brooklyn, N. Y.

Steel, Perforated.
Harrington & King Perforating Co., Chicago.

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Bicycle Step Ladder Co., Chicago.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Store Fixtures.
Cleveland Store Fixture Co., Cleveland, Ohio.

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Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York.
Troy Nickel Works, Albany, N.Y.

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Diamond Hardware Co., Boston.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.
Troy Nickel Works, Albany, N.Y.

Stove Trucks.
See Trucks, Stove.

Stones, Scythe, Oil, Etc.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

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Ames Sword Co., Chicopee, Mass.

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Alfred Field & Co., New York.

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Berlin Iron Bridge Co., East Berlin, Conn.

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Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Ney Mfg. Co. Canton, Ohio.
Union Hardware Co., Torrington Conn
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Tacks.
Salem Nail Co., New York.

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Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

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Bruce & Cook, New York
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

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Harrington & King Perforating Co., Chicago.

Tin-Plate.
Bruce & Cook, New York.

Tire Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

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A. P. W. Paper Co., Albany, N. Y.

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Armstrong Mfg. Co., Bridgeport, Conn.
Ashtabula Tool Co., Ashtabula, O.
E. C. Atkins & Co., Indianapolis, Ind.
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Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
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Alfred Field & Co., New York.
Goodell Bros. Co., Greenfield, Mass.
Maltby Henley Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
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Millers Falls Co., New York
Albanus L. Smith & Co., Philadelphia.
Snell Mfg. Co., Fiskdale, Mass.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Traps.
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Estey Wire Works Co., New York.
John H. Graham & Co., New York.
John M. Mast, Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

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Chisholm & Moore Mfg. Co., Cleveland, Ohio.

Trowels.
E. C. Atkins & Co., Indianapolis, Ind.
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Alfred Field & Co., New York.
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F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

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Boston & Lockport Block Co., Boston and Lockport, N. Y.
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John H. Graham & Co., New York.

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New Jersey Car Spring & Rubber Co., Jersey City, N. J.

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Samson Cordage Works, Boston.

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Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Vases, Flower.
Edward Darby & Sons, Philadelphia.

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Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

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National Cement & Rubber Mfg. Co., Toledo, Ohio.

Wagon Jacks.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

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Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

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Excelsior Mfg. Co., Muncie, Ind.

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Nans & Co., New York.

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Cooney, Seiner & Co., Indianapolis, Ind.

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Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Guards, Punched.
Harrington & King Perforating Co., Chicago.

Window Lines, Pulleys, etc.
Samson Cordage Works, Boston.

Window Screens.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
A. J. Phillips Co., Fenton, Mich.
Porter Screen Mfg. Co., Burlington, Vt.

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Wallace Barnes Co., Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.
Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
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T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

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Wright & Colton Wire Cloth Co. Worcester, Mass.

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Fuller Bros. & Co., New York.
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Estey Wire Works Co., New York.
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Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Wrought Butts.
Bommer Bros., Brooklyn, N. Y.
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Harrington & King Perforating Co., Chicago.

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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.....4
Allerton-Clarke Co.....49
American Ring Co.....13
American Shearer Mfg. Co.....60
Ames Sword Co.....2
Arcade File Works.....49
Arcade Mfg. Co.....2
Armstrong Mfg. Co.....16
Ashtabula Tool Co.....50
Atkins (E. C.) & Co.....64
Atlas Bolt & Screw Co.....84
Atlas Mfg. Co.....1
Ausable Horse Nail Co.....3

B

Baeder, Adamson & Co.....5
Baldwin Refrigerator Co.....47
Barnett (G. & H.) Co.....84
Barrett, W. L.....1
Bellows (E. P.) Agricultural Co...83
Berger Bros Co.....16
Berger, L. D.....11
Berlin Iron Bridge Co.....21
Bicycle Step Ladder Co.....48
Bissell Carpet Sweeper Co.....59
Boardman (Luther) & Son.....13
Bommer Bros.....84
Boston & Lockport Block Co.....5
Brass Goods Mfg. Co.....63
Browne & Mansfield.....55
Bruce & Cook.....21
Bryan Mfg. Co.....4
Bryan Mfg. Co.....63

C

Calcium King Lamp Co.....47
Capewell Horse Nail Co.....74
Cary Mfg. Co.....62
Champion Safety Lock Co.....59
Chatillon (John) & Sons.....6
Chicago Flexible Shaft Co.....15
Clark & Cowles.....57
Cleveland Stone Co.....9
Cleveland Twist Drill Co.....84
Clinton Wire Cloth Co.....83
Clipper Lawn Mower Co.....2
Coates Clipper Mfg. Co.....13
Coburn Trolley Track Mfg. Co....4
Codling Mfg. Co.....51
Coes Wrench Co.....9
Coldwell Lawn Mower Co.....11
Columbian Cordage Co.....43
Conroy (P. J.) Co.....43
Cooney, Seiner & Co.....51
Covert Mfg. Co.....75
Covert Saddlery Work.....64
Cronk Hanger Co.....20
Cushman & Denison.....45

D

Dangler Stove & Mfg. Co.....51
Darby (Edward) & Sons.....83
Dean Linseed Oil Co.....60
Diamond Hardware Co.....9
Dickinson, Thos. L.....57
Disston (Henry) & Sons.....5
Disston (Henry) & Sons.....44
Divine Bros.....2
Dixon (Jos.) Crucible Co.....5
Dow Wire Works.....84
Dunbar Bros.....57
Du Pont (E. I.) de Nemours & Co. 3

E

Edgar Mfg. Co.....15
Enterprise Mfg Co. of Pa.....10
Erie Specialty Co.....2
Estey Wire Works Co.....57
Excelsior Mfg. Co.....4

F

Ferracute Machine Co.....19
Field (Alfred) & Co.....48
Fitch (W. & E. T.) Co.....1
Fox Cutlery Co.....13
Fuller Bros. & Co.....2

G

Gilbert & Bennett Mfg. Co.....83
Gillespie (Chas. H.) & Sons.....5
Goldberg, C. H. & E. S.....53
Goodell Bros. Co.....46
Goodell Co.....58
Goshen Sweeper Co.....15
Gould Packing Co.....53
Graham (John H.) & Co.....23

H

Hanson & Van Winkle Co.....2
Hardwaremen's Exchange.....60
Hardware Publishing Co.....20
Harman, S. H.....83
Harrington & King Perforating Co.....84
Hartley & Graham.....1
Heinisch's (R.) Sons Co.....58
Heller (W. C.) & Co.....16
Hill (N. N.) Brass Co.....63
Holmes & Edwards Silver Co.....13
Holroyd & Co.....9
Howard Iron Works.....19
Hulbert (E. S.) Co.....75

I

Iowa Farming Tool Co.....57
Ives (H. B.) & Co.....84

J

Jennings (C. E.) & Co.....1
Jennings (Russell) Mfg Co.....51
Johnson's (Iver) Arms & Cycle Works.....42
Jones (L. M.) Co.....42

K

Kearney & Foot Co.....58
Keuffel & Esser Co.....11
Kilbourne & Jacobs Mfg. Co.....46
Kimball Bros.....16
Kohler (F. E.) & Co.....4

L

Laflin & Rand Powder Co.....1
Laflin & Rand Powder Co.....40
Lancaster Machine & Knife Works.....10
Lane Brothers Co.....3
Lawrence (W. W.) & Co.....42
Leonhardt & Co.....9
Litchfield J. M.....42
Loeb & Co.....55
Lozier (H. A.) & Co.....78

M

Magnolia Metal Co.....1
Maltby Henley Co.....75
Martin, James F.....60
Mast, John M.....21
Mayhew (H. H.) Co.....42
McCarty (J. C.) & Co.....5
McKinney Mfg. Co.....20
Merchant & Co.....16
Miles, Franklin S.....58
Miller & Van Winkle.....1
Monarch Refrigerator Works.....59
Morrill, Charles.....15
Mugford, A.....51
Myers (F. E.) & Bro.....21

N

Nans & Co.....4
National Saw Co.....13
National Cement & Rubber Mfg. Co.....47
National Horse Nail Co.....5
National Specialty Mfg. Co.....19
New Departure Bell Co.....57
N. J. Car Spring & Rubber Co.....1
New Jersey Wire Cloth Co.....81
New York Stamping Co.....45
Niagara Paper Mills.....2
Nicholson File Co.....3
Niles Mfg. Co.....2
North Bros. Mfg. Co.....7
North Bros. Co.....19
Norton Door Check & Spring Co..53

P

Parry Mfg. Co.....9
Pastime Lawn Mower Co.....11
Patrick, Carter & Wilkins.....62
Peck (Fred W.) & Co.....58
Pelouze Scale & Mfg. Co.....75
Pennsylvania Wire Works.....83
Philadelphia Commercial Museum.....2
Philadelphia Lawn Mower Co....10
Phillips (A. J.) Co.....59
Pike Mfg. Co.....50
Pike Mfg. Co.....55
Planet Mfg. Co.....55
Plume & Atwood Mfg. Co.....55
Porter Screen Mfg. Co.....13
Prescott (J. L.) & Co.....1
Pryor (W. W.) Hardware Co.....45
Putnam Nail Co.....13

Q

Quincy Hardware Mfg. Co.....1

R

Reading Hardware Co.....13
Robertson, Arthur R.....43
Rodgers (Joseph) & Sons.....48
Rogers (Wm.) Mfg. Co.....43
Rolfe, I.....5
Root Bros. Co.....58
Root Bros. Co.....60
Russell & Erwin Mfg. Co.....47

S

Salem Nail Co.....75
Samson Cordage Works.....1
Sargent & Co.....55
Schollhorn (Wm.) Co.....48
Schriver (O. P.) & Co.....74
Scranton (The) & Co.....1
Sedgwick Machine Works.....16
Seed, J. H.....4
Seed (J. H.).....60
Silver Mfg. Co.....51
Smith & Egge Mfg. Co.....23
Smith (Albanus L.) & Co.....51
Smith (Wm. G.) & Co.....19
Sommer's (John) Son.....84
Spaulding (A. G.) & Bros.....41
Standard Tool Co.....1
Stanley Rule & Level Co.....45
Stanley Works.....1
Stanley Works.....3
Stebbins, Chas. J.....3
Stephens & Co.....60
Stevens (J.) Arms & Tool Co.....9
Stewart Iron Works.....18
Stiles (E. S.) Press Co.....13
Storm Mfg. Co.....16
Stowell Mfg. & Fdry. Co.....51
Sudlow, John W.....13
Surplees, Dunn & Co.....83
Sweeney (W. H.) Mfg. Co.....13

T

Toler (John) Sons & Co.....3
Tower & Lyon.....14
Townsend, C. C. & E. P.....60
Troy Nickel Works.....12
Tryon (Edw. K. Jr.) & Co.....57
Tuck Mfg. Co.....55

U

Ulrich Mfg. Co.....1
Underhill, Clinch & Co.....11
Underhill, Clinch & Co.....58
Union Hardware Co.....14
Union Metallic Cartridge Co.....1

V

Van Wagoner & Williams Hdw. Co.....84
Voigt, Starr & Co.....53

W

Warren (J. D.) Mfg Co.....53
Waterbury Brass Co.....63
Welch (T. F.) & Co.....53
Wells, Heber.....13
Williamson Co.....9
Wright & Colton Wire Cloth Co.....63

Y

Yale & Towne Mfg. Co.....17
Yale & Towne Mfg. Co.....57

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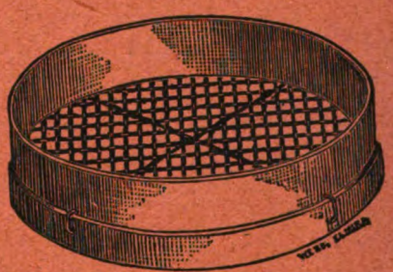
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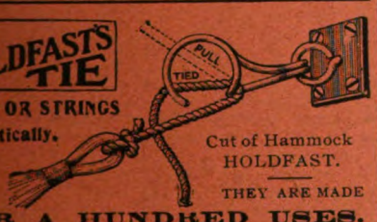
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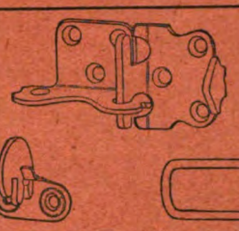
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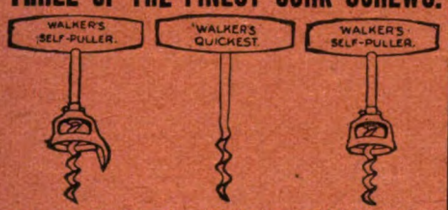
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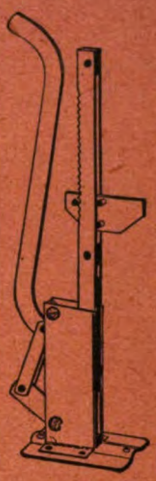
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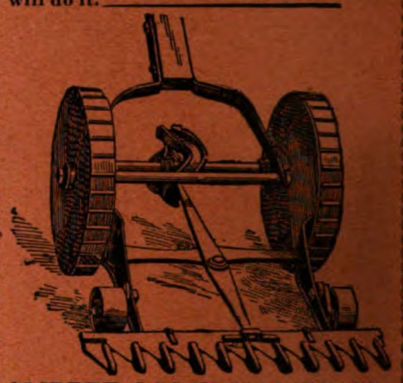
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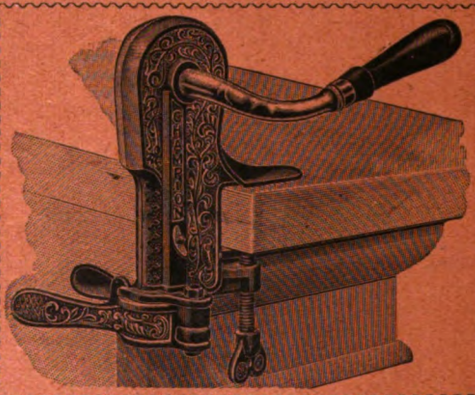
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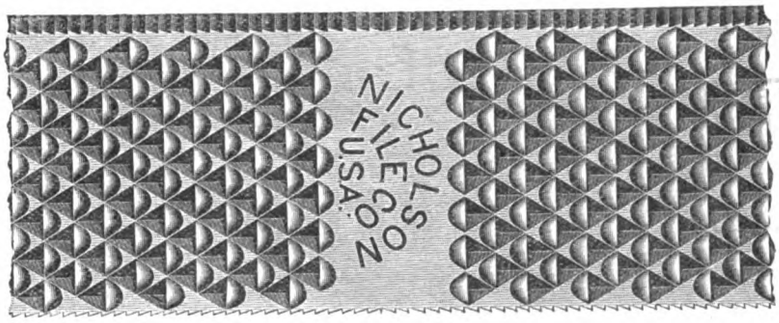


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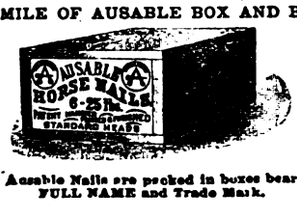
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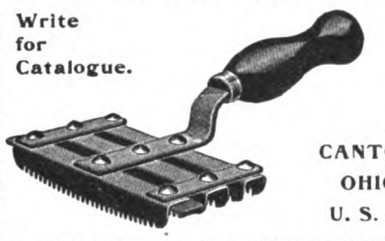
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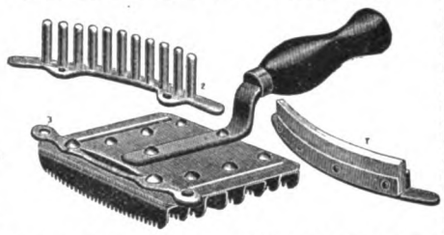
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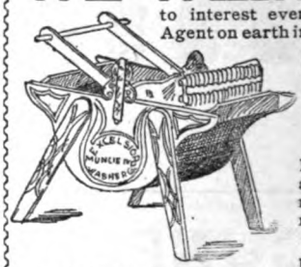
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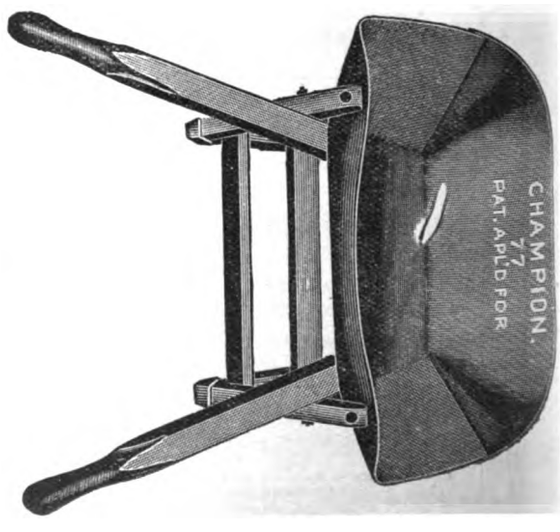
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These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

You take no risk on the quality. We make only the best.



. . . . The crowning feature of a most successful season for



REMINGTON GUNS

was the reception of the Gold Medal at the Trans-Mississippi Exposition.

Write for a complete Illustrated Catalogue of Guns, which have nearly a century's experience behind them.

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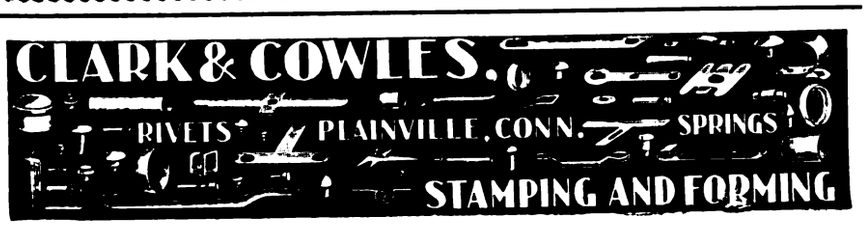
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Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

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143 MILK STREET, BOSTON.
122 LAKE STREET, CHICAGO.



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But in all the wide, wide world with its remarkable achievements in the manufacturing line, there is as yet no make of

SILVER PLATED WARE

that can rightly lay claim to having reached the height of perfection attained in the . . . . . .

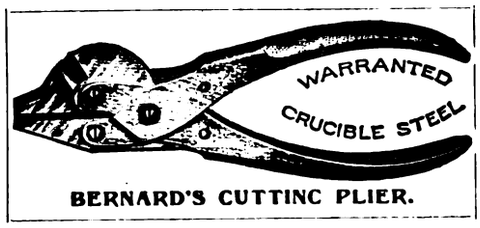
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Factories:
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NORWICH, CONN.
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Made only by us.

WM. ROGERS MFG. CO.,

Main Office & Salesrooms:
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NEW YORK OFFICE, 149 Church Street.
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Makers of the Largest Line of

PLIERS.

Write for 1898 Catalogue.

....THE....

Wm. Schollhorn Co.,

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AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer

QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark ✱ ✠

Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

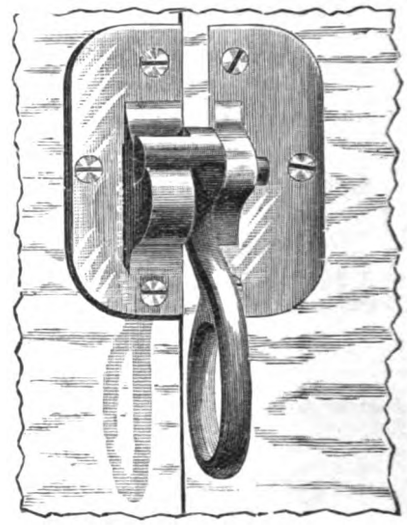
JOSEPH RODGERS & SONS, LIMITED,	BEST CUTLERY IN THE WORLD.
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ELEY BROS., LIMITED,	CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT,	FINE FRENCH PLYERS AND OTHER SMALL TOOLS
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The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



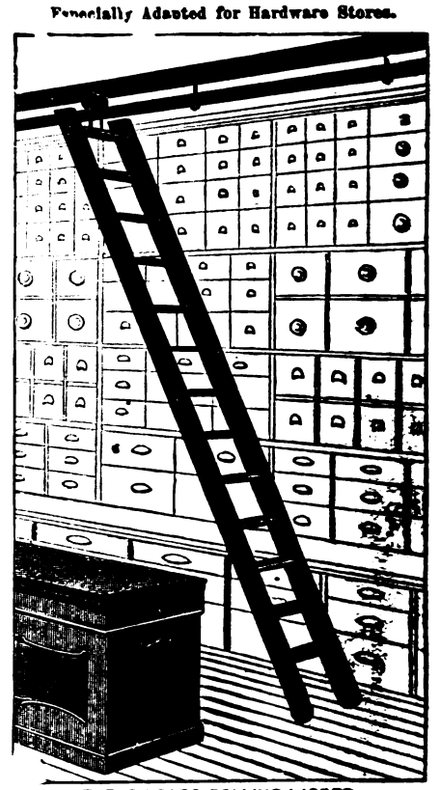
Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.

The Chicago Rolling Ladder

Especially Adapted for Hardware Stores.



THE CHICAGO ROLLING LADDER.

The first requisite for a store ladder is **ease of operation.** The Chicago is the only ladder of the style shown above that does work easily. If you would save one-half your labor, fit your store up with either the **Chicago** or **Bicycle Step Ladder** system. Write for Catalogue illustrating our 4 distinct ladder systems to

The Bicycle Step Ladder Co.,

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California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
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"EVERYTHING IS COMING UP."
BUSINESS IS BETTER AND THERE WILL BE
A LARGER DEMAND THAN EVER FOR OUR

Sheep Skin Mitten.



Acknowledged to be the best article for polishing stoves, as it does away with the old time dirtiness of the work, making this work a pleasure. Also invaluable for polishing brass or glass, or silverware, which it does not scratch. For tan shoes and cleaning bicycles it has demonstrated itself a conspicuous success.

Diamond Hardware Co.,

624 Atlantic Ave., Boston, Mass.

STEVENS RIFLES

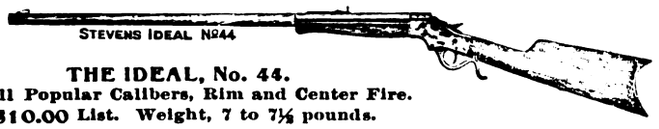
For more than 35 years we have made Rifles and Pistols which have been celebrated for their accuracy and durability. Our arms are to-day fully guaranteed as to

ACCURACY, SAFETY, DURABILITY.

Stevens Rifles and Pistols are the *Best Selling Line* a dealer can carry. . . . .



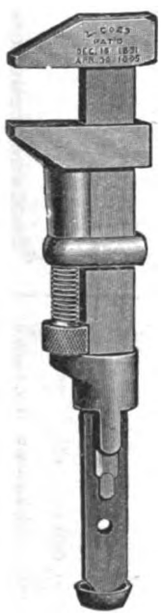
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List from $6.00 to $9.00
In 22, 25 and 32 Calibers. Rim Fire.



THE IDEAL, No. 44.
In all Popular Calibers, Rim and Center Fire.
$10.00 List. Weight, 7 to 7½ pounds.

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CORRESPONDENCE WITH TRADE SOLICITED.

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L. COES'

Genuine Improved
KNIFE HANDLE
PATENT

Screw Wrenches.



MANUFACTURED BY

COES WRENCH CO.,

WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

Patented Dec. 15 1891. Patented April 30, 1895.

Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

Straight Bar Extra Long Nut for Screw in Jaw.

The BEST MADE and STRONGEST WRENCH in the MARKET.

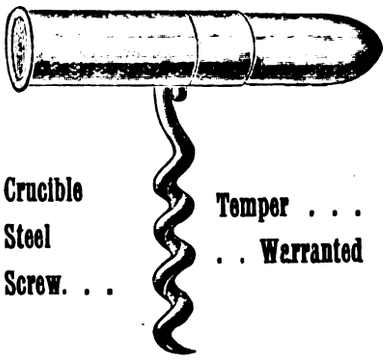
J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.

Cartridge Cork Screw

OR

"DEWEY'S SLUG."

Gold Plated Body,
Nickel Plated Tip.



Crucible Steel Screw. . .

Temper . . . . Werranted

No. 86, One dozen in a box, - $2.00 net
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Family Grindstones for home use. . .

Mounted Grindstones for farm use. . .

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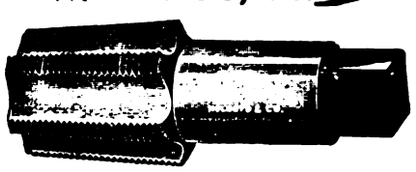
...For all kinds of grinding.

Write for Catalogue and prices.

The Cleveland Stone Co.,

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Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of STOCKS & DIES, TAPS, etc.



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Test the matter
Save the dollars.

Cheapest can faucet on the market. . . .

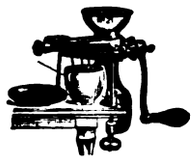
Sample Free.

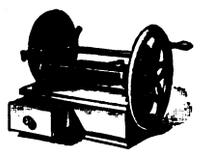
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Brooklyn, N. Y.

Size 5-16 Inch.

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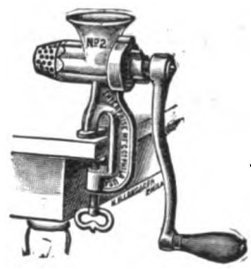

Rotary Smoked Beef Shaver


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ENTERPRISE
Meat and Food
Choppers
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28 sizes and styles, $1.50 to $275.00


No. 8, $2.00


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The Enterprise Manufacturing Co. of Pa.

Third and Dauphin Streets Philadelphia, Pa., U. S. A.

New York Branch, 10 Warren Street


Power Meat Chopper


New "Rapid" Coffee and Spice Mill



Self-Priming and Measuring Pump

A SNAP FOR HARDWARE DEALERS.

"HIGH PRESSURE" BRAND IS KING.

Vulcanizers, Brazers, Cements, Enameling Ovens, Brazing Forges, Gasoline Torches, Varnishes, Air Drying and Baking Enamels, Repair Kits, Jifold Plugging Solution. General Bicycle Supplies for all.

LARGEST AND MOST COMPLETE MANUFACTURING PLANT OF THE KIND ON EARTH!

ASK FOR "HIGH PRESSURE" BRANDS ALWAYS.

Call and see us. Catalogue Free.

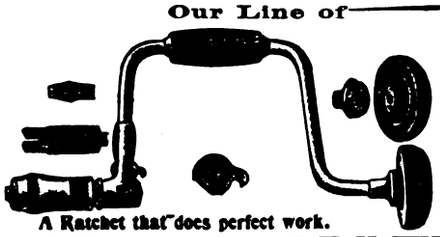
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LANCASTER MACHINE & KNIFE WORKS, LANCASTER, N. Y.

Our Line of

BRACES AND CLEAVERS


A Ratchet that does perfect work.

Is Most Complete,

Quality the Highest.

HAVE YOU OUR CATALOGUE?


Warranted.

ALLERTON-CLARKE CO.,

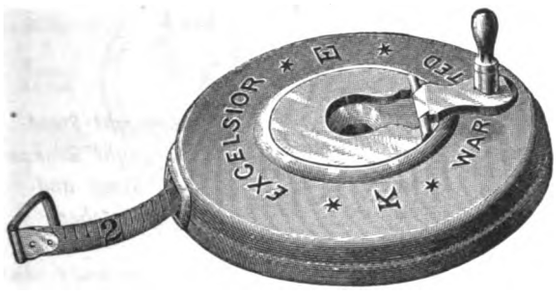
Sole Agents,

118 Lake Street, CHICAGO, ILL.

97 Chambers and 79 Reade St., NEW YORK.

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KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

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HIGH GRADE CORKINE CYCLE GRIPS.

THE DIAMOND SELF ADJUSTING CYCLE STAND.

SPECIAL WOOD TURNINGS,
In Foreign and Domestic Woods.

L. M. JONES CO., Mfrs.,
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UNDERHILL, CLINCH & CO.,

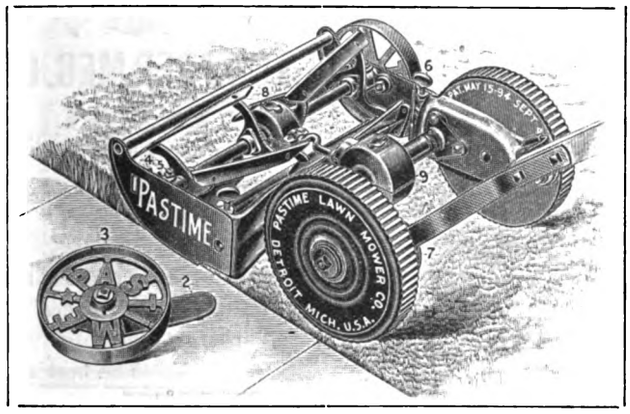
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P. O. Box 2383. 94 Chambers Street, NEW YORK.

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SAUGATUCK MALLET & HANDLE WORKS, SAUGATUCK, CONN.
GERMANTOWN TOOL WORKS, PHILADELPHIA, PA.
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ANTON AUER, BROOKLYN, N. Y.
BRAINERD TANNER CO., ALBANY, N. Y.

Reduced Prices for Season 1899.



Pastime Mower & Trimmer

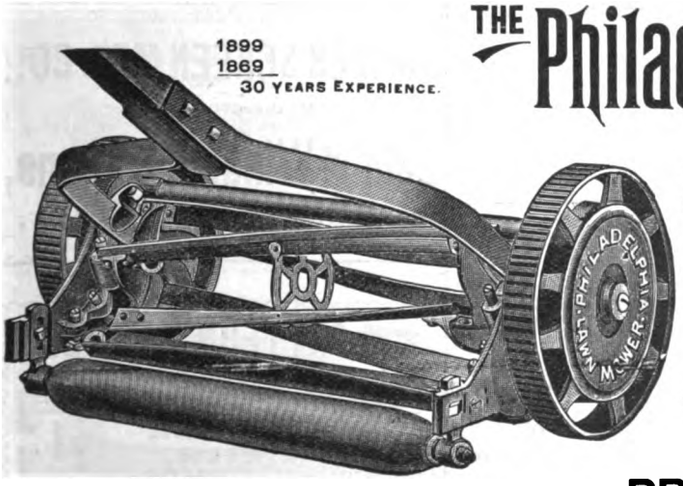
CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

SEND FOR CIRCULAR AND PRICES.

N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,
Detroit, Mich.



THE Philadelphia Lawn Mower Co.

SUCCESSORS TO GRAHAM, PASSMORE & CO.

3107 & 3109 CHESTNUT STREET,

PHILADELPHIA, PA.

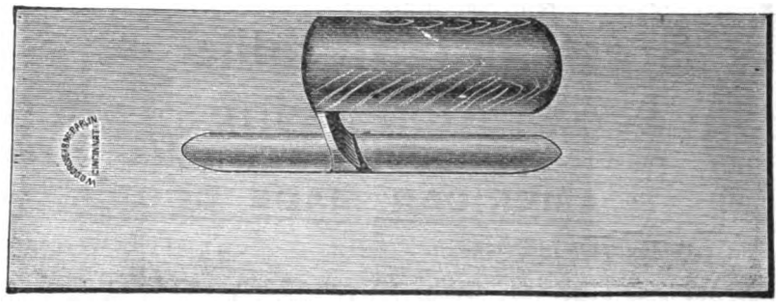
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THE LARGEST ASSORTMENT OF THE FINEST GOODS ON THE MARKET.

PRICES DEFY COMPETITION.

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THE ONLY ORIGINAL

WOODROUGH & McPARLIN (CINCINNATI) PLASTERING TROWEL

——IS MFD. BY——

The National Saw Co., General Office: NEWARK, N. J.

"DUPLEX" WROUGHT BUTTS

Wrought Steel
Wrought Bronze
All Sizes and
All Finishes.

These Butts are better than the ordinary kinds. Made only by

READING HARDWARE COMPANY,

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Factories, READING, PA.

"FOX TONSORIAL CABINETS."



This cabinet is designed by us to assist the dealer in keeping a selected supply of goods used in shaving, constantly displayed before his customers in an *attractive way* thereby increasing his sales in a profitable line. . . . . The contents are *all first-class* and *well selected.* Every article will give *satisfaction* and yield a *good profit.* Goods are invoiced and numbered so that any article can be reorded from us to replenish the case and on all such orders, we prepay the express charges. . . . . .

FOX CUTLERY CO., Ferry and Hudson Place, HOBOKEN, N. J.



COATES CLIPPER MFG. CO.,

Worcester, Mass., U. S. A.

MAKERS OF

Hair Clippers

ALL KINDS UNDER THE COATES PATENTS.

Power Clippers. both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

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FREE TO HARDWAREMEN.

A sample of our new weight "56" SPOON—

NICKEL SILVER TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,

EAST BRIDGEPORT, CONN.

PORTER SCREEN MFG. CO.,

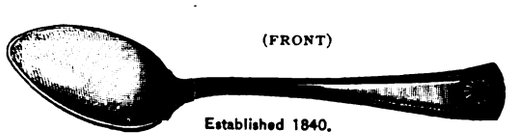
MANUFACTURERS OF

Door & Window Screens,

Catalogue Free. BURLINGTON, VT.

Highest Grade of Silver Plated Ware In Spoons, Forks, Etc.

Manufactured by



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Established 1840.

L. BOARDMAN & SON, East Haddam, Conn.



(BACK)

Also Nickel Silver Flat Table Ware and Britannia Spoons.

Write for Catalogue and Prices.

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For Iron and Brass Castings. Various Styles and Sizes.

For Machines, Bridges, Tablets, etc

PRICE-LIST TO APPLICANTS.

HEBER WELLS,

157 William St., NEW YORK.



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MANUFACTURERS OF

Presses, Power Shears, Drop Hammers, Dies, &c.

FACTORY:

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New York Salesroom,
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Correspondence Solicited.
Estimates Furnished.

THE W. H. SWEENEY MANUFACTURING CO.

Our goods are attractive, well-made and thoroughly up-to-date.

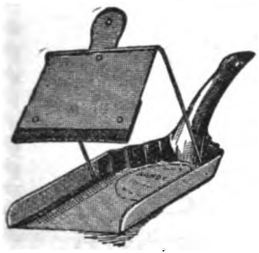


These are only a few of the articles we make. Full line shown in 1898 Catalogue.

66-72 WATER ST., BROOKLYN, NEW YORK CITY.

The DANDY SINK CLEANER.

. . . A perfect and complete



Household Specialty.

A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight. . . . . .

TRY IT AND BE CONVINCED.

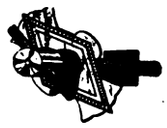
For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,

John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

A GOOD INVESTMENT.

The Burr Mfg. Co., Cleveland, Ohio. [*Safety Lifts, Hoisting Apparatus, etc.*] We appreciate the merits of HARDWARE more and more every day. Our advertisement in the same has proved an exceedingly good investment.


1174


924


1292


10009


5079

American Ring Co.,

Waterbury, Conn.

MANUFACTURERS OF . . .

Brass Trimmings for Furniture and Interior Cabinet Work,
Curtain Pole Trimmings,
Brass Headed Upholstery Nails,
Brass Ferrules and Curtain Rings.

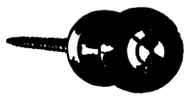

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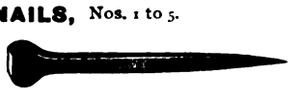

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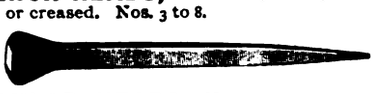

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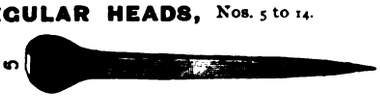
TURF NAILS, Nos. 1 to 5.



FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



REGULAR HEADS, Nos. 5 to 14.



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COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



A POPULAR SYSTEM

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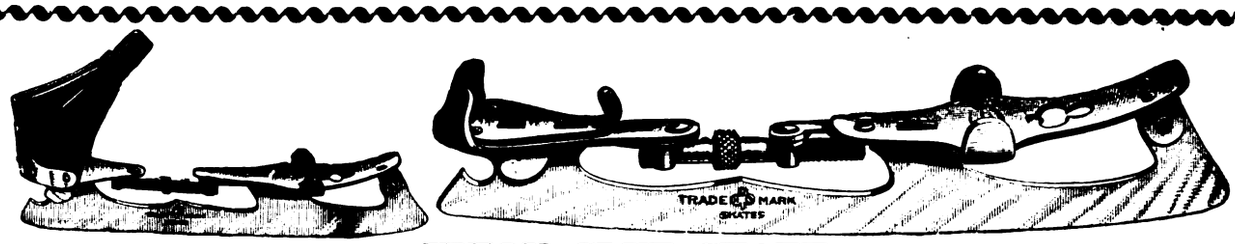
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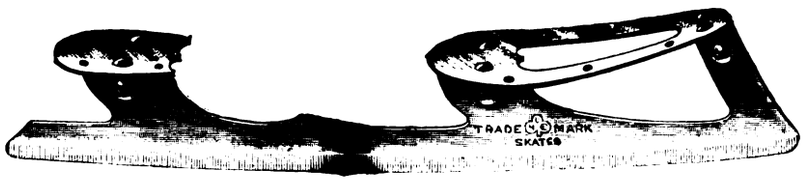
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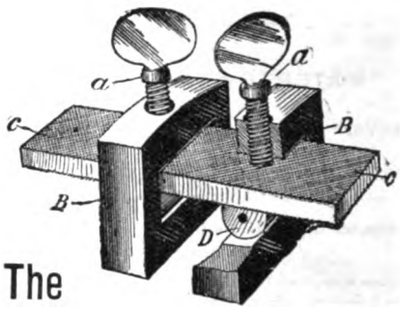


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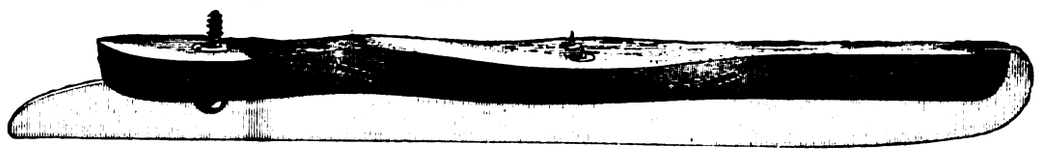




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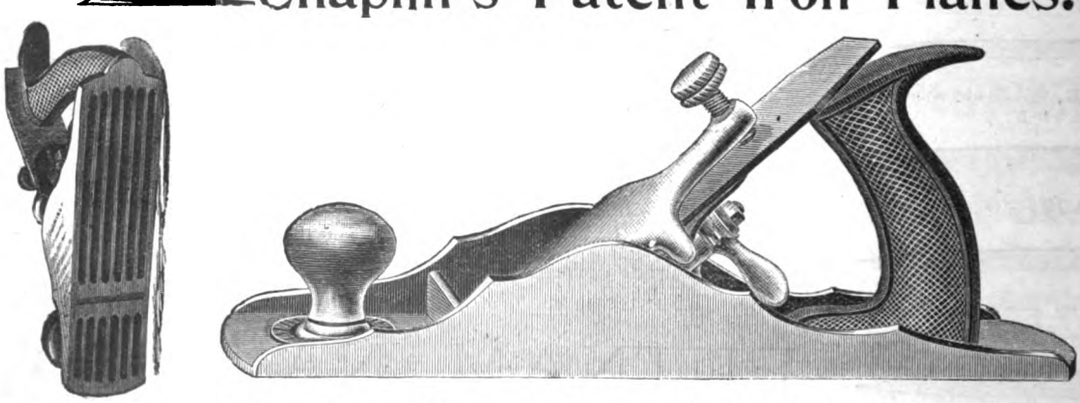
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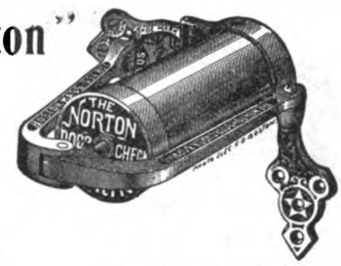
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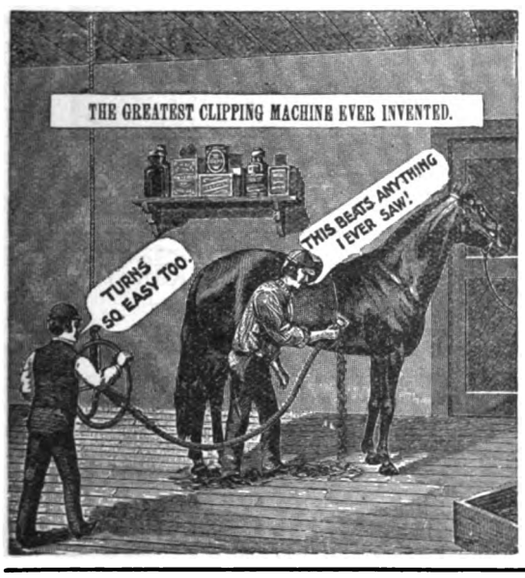


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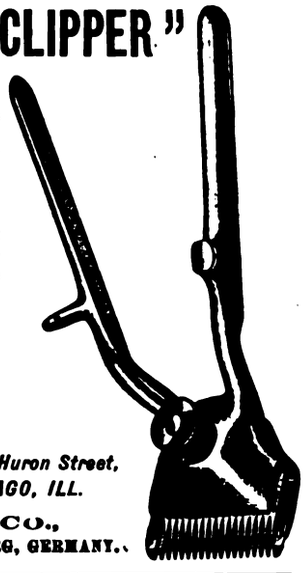
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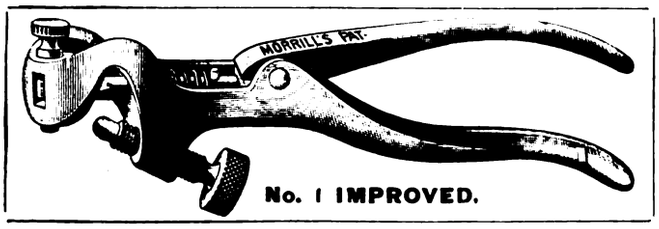
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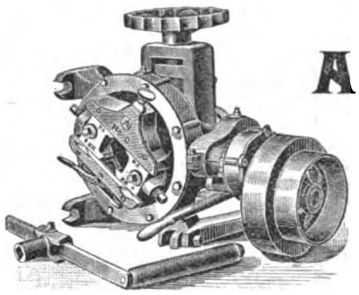
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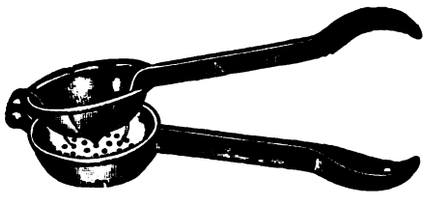
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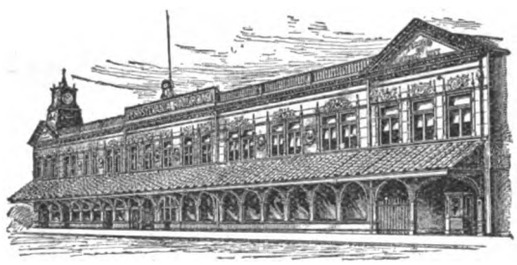


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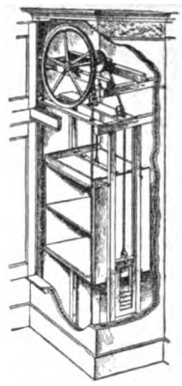
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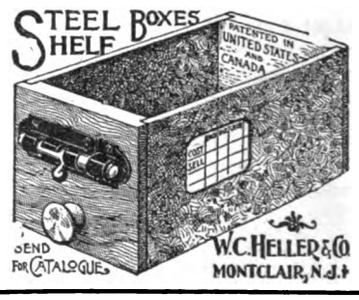
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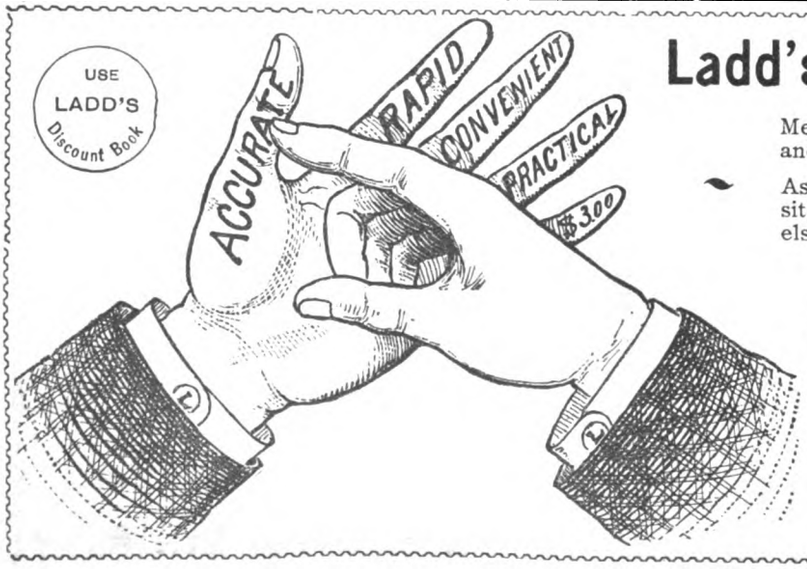
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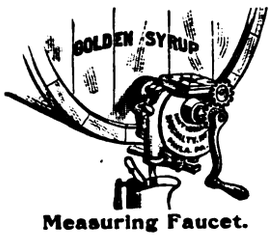
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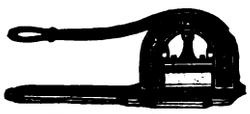
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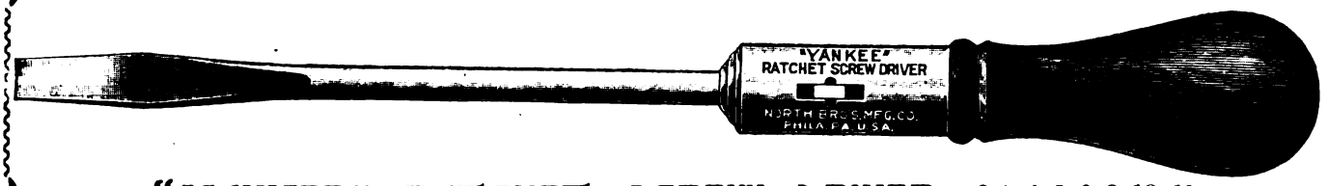
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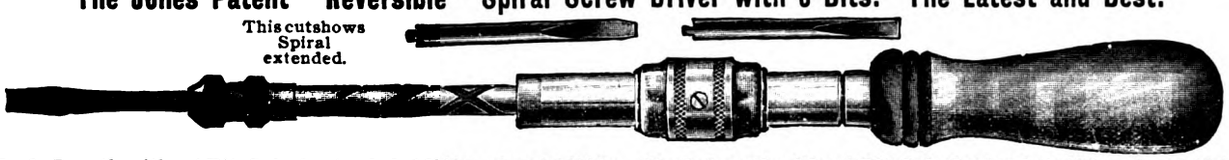
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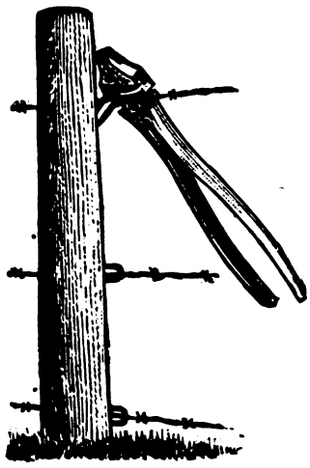
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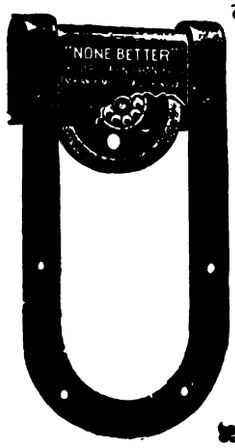
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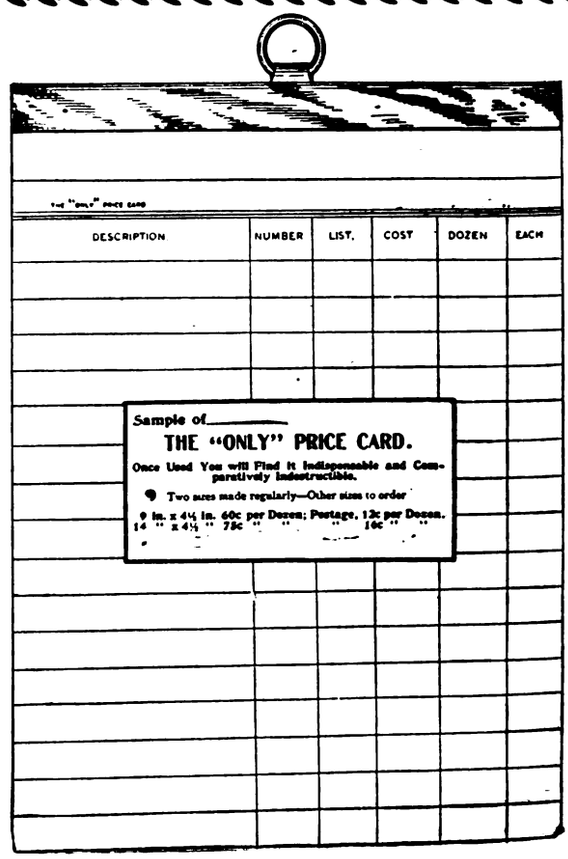
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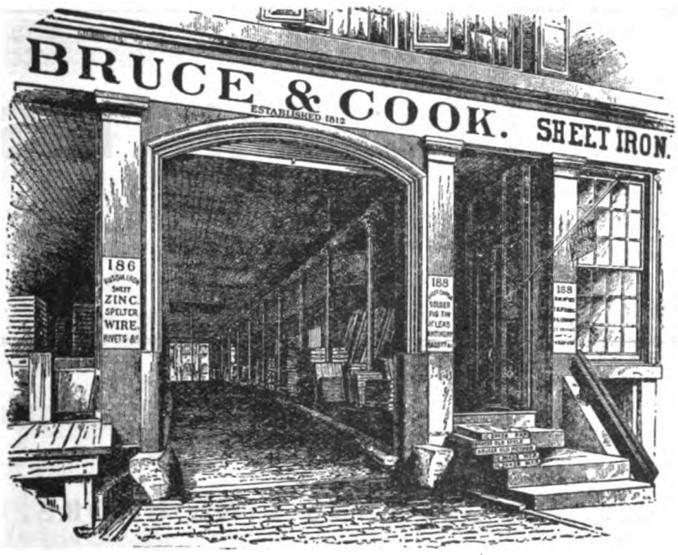
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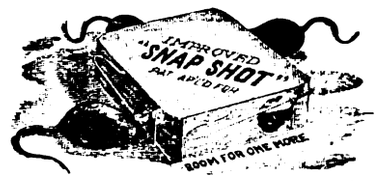
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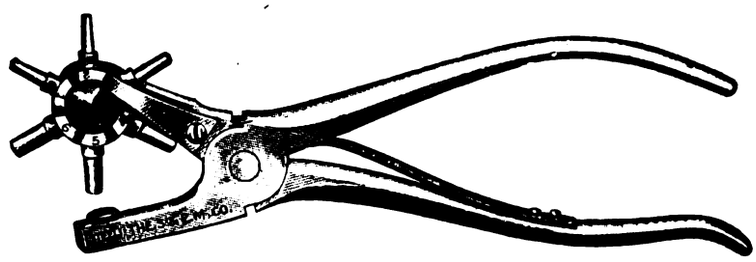
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Cycle Wrenches, Belt Punches, Padlocks, Toe Clips, Coasters.



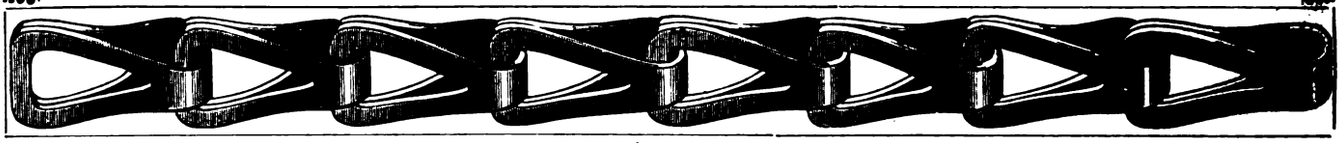
Sash Chains,

in "Giant Metal," Red Metal and Steel.

Closet Pulls and Plumbers' Supplies.



NEW YORK AGENT:
J. J. HALPIN, - - 62 Reade St.
PHILADELPHIA AGENT:
W. E. TRULL, - - 13 N. Sixth St.

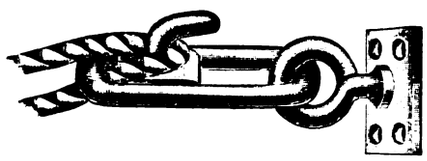


SEASONABLE SPECIALTIES.

"It Cuts Ice."



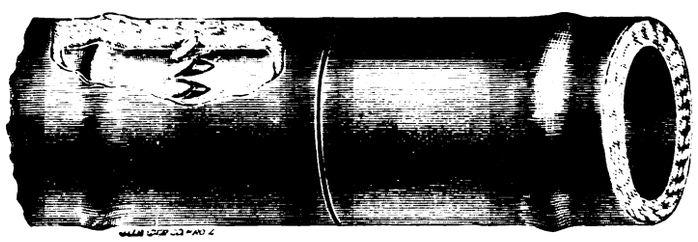
THE "BOSTON" SPRING ICE PICK.





"NEVER SLIP" HAMMOCK AND CLOTHES LINE HOOKS.

THE CELEBRATED COOPER HOSE MENDER.



No.... Special Tools Required.

WRITE FOR CIRCULARS AND PRICES.

JOHN H. GRAHAM & CO., Sole Selling Agents. **113 Chambers St., N. Y.**

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HARDWARE

VOL. XVIII. JANUARY 25, 1899. NO. 8.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

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L. E. MITCHELL, - - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.

EASTERN MANAGER:
FRED A. CATON, - - 31 Milk St, Boston.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

In Honor of William W. Supplee.

The members of the National Hardware Association, and those of the Hardware Merchants' & Manufacturers' Association of Philadelphia, have shown their appreciation of a magnificent service well performed, in the testimonial banquet tendered William W. Supplee, at Philadelphia, on Wednesday evening of last week, and in the presentation of a memorial and a testimonial which, as President Bishop well expressed it in his communication, is to be looked upon not as a *measure* of appreciation and affection, but as a *token*.

Elsewhere in this issue, we reproduce in full the speeches eulogistic of Mr. Supplee, and the other exercises of that memorable evening.

In his years of service to the National Hardware Association as its first president, Mr. Supplee made for himself a record which will live forever in the memory of the trade. It is in no wise beyond the mark to say, that he is practically the foundation on which this great edifice was built, and to him more than to any other one man, is due the fact that the Hardware Jobber of to-day has become a permanent and recognized part of the Hardware trade,—to remain, we believe, as a useful and honored part of that trade. Nothing that we can add in this connection, can give extra force and meaning to the magnificent tribute of last week. That event will remain as a monument to Mr. Supplee's labors and endeavors in connection with the great work he has had in hand, and will also stand as a perpetual testimonial to the fact that the Hardware trade of this country can discern and appreciate, and remember with credit, the patriotic effort and the noble devotion of years of labor, to an object in which all had an equal interest.

Editorial Trade Review.

The business of the year has commenced in good and favorable shape. Samples have been overhauled and replenished; catalogues and close quotations have been gone over and commented upon; the travelers have laid out their routes, advance letters have been written, and every step now taken has business as the objective point, toward which the footsteps are wending in no uncertain manner.

No season in many years has opened with such an atmosphere of confidence pervading everywhere, in which the spirits are energized, hopes elevated and the hard working members of this great industry so filled with ardor for the future conquests on the lines of traffic, as to make every hustler eager for the fray and anxious to bear the heat and burden of the busy day.

Trust conditions seem in every direction to be the order of the day, and while the early purchases are stimulated by advances, apparently slight in character, they indicate only too well the character of the years' business now approaching, which will be gradually strengthened in its profit-sharing possibilities as the order books are ornamented with orders for future delivery, and the hearts of the directors are made glad by prospects of a full year's continuous industry, with definite results.

Everything so far indicates an increasing consumption; a steady and growing demand and advancing tendency toward price conditions, which it is likely will at no time this year receive a set back.

While the iron and steel producers lead the van in prosperity and volume attending recent production, the unsurpassed activity everywhere noted, and the increasing volume of traffic, affects many other important lines as well, in some of which consumption is already recorded as in excess of the productive energies so vital to prosperity.

With our extraordinary foreign trade showing the greatest balance in our favor of any period in our history, in which the relatively large demand for products of our skilled labor presents no insignificent portion; the several large items in steel rails and iron which have become important features of our foreign trade, have not advanced in price to a prohibitive degree as yet, which conditions foster a continuance of the favor shown us by foreign purchasers in making our trade balance exceed in amount every record previously established. Especially as it is noted from abroad the price of pig iron quoted last week from Glasgow, shows a higher price than in many years past; this would indicate the strength of the iron market in parts of the world where price records were formerly established.

Other indications show conditions of prosperity that are unmistakable. Bank clearings last week reached the unparalled volume of $1,996,541,190; which is 36 per cent. in excess of the phenomenal clearings of 1893. Failures in business are materially less and show by

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comparison with the same week for five previous years, the certain turn of the tide.

Death of Marcus C. Hawley.

Marcus C. Hawley died at his residence in Newtown, near Bridgeport, Conn., on Sunday, January 15, at the completion of his sixty-fifth year, having been born in Bridgeport, Conn., January 9, 1834. At fifteen years of age he entered the Hardware business already established by his father, Thomas Hawley, in 1826, and which is still in existence under the name of T. Hawley & Co. On the discovery of gold in California in 1849, Thomas Hawley established a house in San Francisco. This, the pioneer Hardware house on the Pacific Coast, began its existence in 1849 under the name of Hawley & Co., and on January 1, 1867, was succeeded by M. C. Hawley & Co., which firm on July 1, 1882, incorporated the business under the name of the Hawley Bros. Hardware Company. Mr. Hawley was the president of the company, his brother, George T. Hawley, being the vice-president and treasurer. The parent house has since established branches at Los Angeles, Cal., known as Hawley, King & Co., and at San Diego, Cal., as Todd & Hawley.

Mr. Hawley for a number of years had given his entire time in New York to the interests of his company, coming from his suburban home near Bridgeport every morning and returning in the afternoon, really passing more hours on the road than he was compelled to devote to his business. In fact, Mr. Hawley was regarded as the oldest continuous commuter on the New York & New Haven Railroad, having reached that distinction by commuting for forty-seven years. He possessed an active temperament and loved to travel.

The details of the extensive business have been left entirely in the hands of Oliver Bros., who in late years have been the New York representatives of the company, with Mr. Hawley at their elbows, thus relieving him entirely from the drudgery inseparable from the care of such extensive interests in this market.

Having always been a large purchaser of nails, the buying of this particular line in the old days usually claimed his personal attention; he was noted in having been a party to some of the largest transactions of this kind in the past that have become Hardware history. In one instance he bought up all the stocks of nails and wire to be obtained in New York city, which, in a purchase of 40,000 kegs of nails in a week, included one order alone of 25,000 kegs. Single transactions like these would, even at this date, be considered very large specifications.

As a buyer many instances might be given of his decision of character and business thoroughness, frequently giving the appearance of "plunging." One instance may be cited, where a change of terms of transportation was announced to take place the succeeding day. As he had a freight rate contract of 22 cents per 100 pounds from Worcester, Mass., to San Francisco, he immediately telegraphed to Washburn & Moen to "ship to-day all the barbed wire possible to find transportation for." On this order twenty-two carloads went forward, and as the new rate was 30 cents to Chicago, the gain by this prompt action can easily be figured.

Mr. Hawley was noted for the conscientious fidelity with which he regarded the fulfilment of every business contract. If he made an agreement to purchase a certain quantity of goods at a price ruling on the day of purchase, and a day or two later an unexpected decline affected the market, he didn't expect the manufacturer to change or modify an agreement already "signed, sealed and delivered."

As an illustration of this fidelity to honest convictions it is stated that in the days gone by, on a contract for 20,000 kegs of nails, a loss was experienced by a decline in the market of 25 to 50 cents a keg, which Mr. Hawley bore with equanimity and settled in accordance with agreement without a murmur.

He might well be called a strict constructionist, for in his active business life he was governed by the firm and stanch principles that formed the dominant virtues of the buyers of a past generation.

Recent Trade Publications.

John H. Graham & Co., No. 113 Chambers Street, New York, have just issued their special catalogue for 1899, constituting a pamphlet of forty pages, and covering the line of bicycle sundries and parts, which includes all such goods manufactured by the following firms, for whom they are sole agents: The New Departure Bell Co., the Joseph Lucas & Son Co., the Slaymaker-Barry Co., Chantrell Tool Co., G. W. Cole & Co., P. Lowentraut, Downey Bros., Glines Liquid Rubber Co. and Max Gessler. This useful catalogue covers a large assortment of the more desirable specialties for the Hardware trade to handle, from New Departure and Bristol cycle bells, pumps, etc., to lamps, locks and lubricants, holders, carriers and saddles of the associated manufacturers whose various products are found between its covers. The Hardware dealer who has not already received this pamphlet should write for one.

The W. H. Chapman Co., Middletown, Conn., Allerton-Clarke Co., No. 97 Chambers Street, New York, selling agents, have just issued a complete catalogue of the wrought and cast iron padlocks which constitute their product. It forms a handy pamphlet of ninety pages, neatly printed, and with full-size engravings of every padlock made by them, with full descriptions and list prices, printed throughout. It makes a very desirable catalogue for the traveling salesman, being of a handy size for the pocket.

The Keyser Mfg. Co., Chattanooga, Tenn., have issued a new catalogue of their new Odorless Refrigerators, which are described as "a scientific preserver of food." It is filled with information in regard to this well-known refrigerator, and the text is accompanied by numerous illustrations, among which is that of the award received by them at the Tennessee Centennial Exposition.

The Hollands Mfg. Co., Erie, Pa., manufacturers of machinists' and plumbers' tools, natural gas burners, etc., have provided for the trade a new price list, which shows their goods with prices and brief descriptions. It is well printed in two colors, and makes a neat and attractive volume.

The Ferracute Machine Co., Bridgeton, N. J., have issued, under date of December 20, 1898, "Sheet 32," which illustrates in a most attractive manner the large number of presses manufactured by them. It will certainly be a useful guide to any who are contemplating purchasing articles of this character.

The Jos. Dixon Crucible Co., Jersey City, N. J., have published a large and attractive monograph entitled "Pencils," which is illustrated in a very artistic manner, showing the various artistic and other uses to which the lead pencils manufactured by that great concern can be put. Several of the illustrations are printed in colors, and the little work is certainly an attractive guide to those interested in the pencil question.

We have received from the National Cycle Mfg. Co., of Bay City, Mich., a catalogue illustrating and describing the National bicycles manufactured by them.

Whipping the overloaded team is a poor way of trying to overcome the faults of a bad road.—*L. A. W. Bulletin.*

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THE SALESMEN'S DEPARTMENT---VI.

PROFIT SLIPS—SALESMEN'S DEPARTMENT CORRESPONDENCE.

In looking over the orders, the manager also stamps certain orders "Profit Slips," to notify the profit clerks to leave their record slip sticking out of the mass at the top, and to turn the day's business, when through with it, over to the office boy that he may make out a profit slip which will pass through the manager's hands on to the salesman. If the profit slip shows a good margin has been made, the salesman is complimented tersely on the back of the slip. If the profit slip is not satisfactory, the manager refers to the order and tells the salesman what items caused the deficiency.

A large quantity of ammunition too often accounts for the lack of profit. Sometimes it is because the order is made up largely of heavy goods or too low a price has been made on a line of goods to influence the order where a good quantity was wanted.

Another idea which influences the manager in asking for profit slips on certain orders, is that if the larger orders sold by the salesmen show a satisfactory margin, the smaller ones will naturally take care of themselves. It is on the larger orders the salesmen are most liable to cut the margins too close. They are so anxious to please their customers and thus secure a larger portion of their patronage, that they often forget all about their employer, and overlook the cost attached to doing business.

It is not at all necessary that the salesmen's department in its correspondence with the salesmen, should assume the dignity of other departments of the house, by using lithographed letter-heads. Experience has demonstrated that the salesmen, busy men that they are, desire the absence of all formality in correspondence. They prefer a recitation of the bare facts only. In other words, they want "Salesmen's Department Letters" which are letters cut short at both ends and divided up into sections, if it pertains to more than one matter. One advantage of such a letter, is when they have read it, they can discard what they do not wish to refer to again, and thereby have a smaller accumulation of paper.

The dividing of the correspondence is especially helpful to the salesmen where a reply is expected by either party, as many words and some time can be saved by noting the reply on the same sheet. The salesmen's time is expected to be largely spent in selling goods and educating customers.

In the course of years, many dollars are saved to the house, by the use of small sheets of plain paper in salesmen's correspondence. Besides this, there is to be considered the time saved the salesmen and the amount of valuable information received by the house, for which the salesmen would not have taken the time necessary, from other duties, had a formal letter been expected in reply.

Letters from salesmen to the various departments in the house and also any replies to letters from different departments, should be sent simply folded in the envelopes which the salesmen send to the house each day containing their orders. Even the postage on the paper wasted in a few letters a day back and forth between the salesmen and the house, is not an unimportant item. Postage has been saved and all departments have been benefited by having the correspondence of all departments to the salesmen, pass through this department and sent to them in numbered envelopes; the keeping of the record of the destination of all such envelopes being among the duties of the office boy. The idea of having all correspondence not personal to and from the salesmen pass through this department, is not to discourage other departments from making suggestions and keeping in touch with the salesmen, nor to make the salesmen feel isolated from other departments, but that the salesmen's department may keep in close touch with both the departments and the salesmen, and support and co-operate with both along all lines. Where this is not done, the result is that salesmen are often written twice regarding the same matter, and the letters do not always agree.

CHARLES W. EMERY.
Formerly, St. Joseph, Mo.;
Now of the Van Camp Hardware & Iron Co., Indianapolis, Ind.

The Planet Mfg. Co.

The Planet Mfg. Co., No. 89 Dwight Street, Springfield, Mass., in pushing their line of Planet Leather Dust Beaters, are offering prizes for the best advertisements enumerating the good qualities of their line. This offer, which will be found in our advertising columns, should serve a double purpose. Not only will it call attention to the goods, but it should stimulate a desire among the employees of Hardware houses to excel in this important branch of every modern business—that of writing good advertising.

The unsuccessful competitor cannot help receiving benefit from the effort, inasmuch as his simple endeavor will improve him.

This company also desire to call attention to their line of feed and coal bags. These are made of the best material and possess all improvements. The firm is represented throughout the United States and for export, as follows: Wm. H. Quinn & Co., No. 103 Chambers Street, New York; Wm. E. Peck & Co., No. 100 William Street, New York, for export only; Frederick & L. M. Parker, Chicago; John C. Funck, Jr., Philadelphia; Southern Expanded Metal Co., Washington; Philip M. Gaffey, San Francisco; Geo. S. Tivy & Co., St. Louis, and R. Flaws & Son, Toronto, Can.

New Members of the Hardware Club.

At the regular meeting of the board of governors of the Hardware Club of New York, held on Thursday, January 12, 1899, the following gentlemen were unanimously elected to membership in the Club:

Nathan T. Pulsifer, Oakland Paper Co., Manchester, Conn.

William H. Porter, vice-president Chemical National Bank, No. 270 Broadway.

Walter H. Howard, Clinton Wire Cloth Co., No. 76 Beekman Street.

James A. Coe, Mulberry and Clinton Streets, Newark, N. J.

Albert H. Funke, No. 101 Duane Street.

Clemens Heitemeyer, Neumann & Co., No. 76 Duane Street.

George C. Smith, publisher, No. 81 Fulton Street.

Ormond G. Smith, publisher, No. 81 Fulton Street.

William A. McQuaid, No. 154 Nassau Street.

Edward Warriner Hazen, publisher, Postal Telegraph Building.

Customer—"Are you perfectly sure this electric burglar alarm is a good thing?"

Too Confidential Ironmonger's Assistant—"Rather; between you and me, we make £1 out of every one we put in."—*Ironmongers' Chronicle.*

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The Myers Bulldozer Power Pump.

We are permitted to show in this connection the 1899 pattern of the Myers Bulldozer Power Pump, manufactured by F. E. Myers & Bro., Ashland, Ohio. This is one of their latest improved productions, and is described by the makers as "entitled to a seat in the front row in the line of unique, compact, powerful power pumps." In Fig. 1 is shown a side view, and in Fig. 2 a rear view. It is described as specially adapted to meet the requirements for a compact power pump, to be operated with a gas or gasoline engine, electric motor or belt power. In further description, the makers say: "The entire arrangement of the pump is such that it is self-contained, and the power applied to the piston in such a manner that it gives great power in forcing water against an extremely heavy pressure. The geared movement that operates the piston is the same as is familiarly known in the construction of bulldozers, and the tendency while at work under heavy pressure is such that the working parts cannot be injured, sprung or thrown out of line under the most extreme pressure. The cylinder head through which the piston operates, also carries the front guide, which is provided with a bush to take up wear. The crank shaft and pinion shaft run in parted boxes babbited, a construction that can easily be renewed in case of wear. The packing box head and the gear head are both held to the main body of the cylinder by large flanges having six strong machine bolts in each head. The entire pump is constructed so that the working parts line with the bore of the cylinder, which is utilized as the main frame and bedplate of the pump, and is made with base which carries the entire construction. The pump is self-contained and arranged so that the working parts are accessible; has a 5-inch brass lined cylinder with valve metal seats and ground bronze valves; has brass piston rod and brass packing box, large air chamber attached to pump with flange; has 5-inch stroke, 2-inch suction and discharge, is fitted with tight and loose pulley 16 inches in diameter and 3½-inch face. End box and floor hanger to support end of pulley shaft (not shown in illustration) furnished with each pump. We recommend this pump to do good service under heavy pressure. It is guaranteed to elevate water 125 feet perpendicularly, when properly piped, and not restricted, or an equivalent pressure, has a capacity of thirty gallons per minute; should be run thirty to thirty-five strokes per minute. Each pump is run and tested with water under a pressure of 125 pounds, before leaving our factory. Its compact construction, great power and wide range of work especially recommend it for general and export trade for the reason that it can be packed in smaller space than any other pump of the capacity known to the trade."

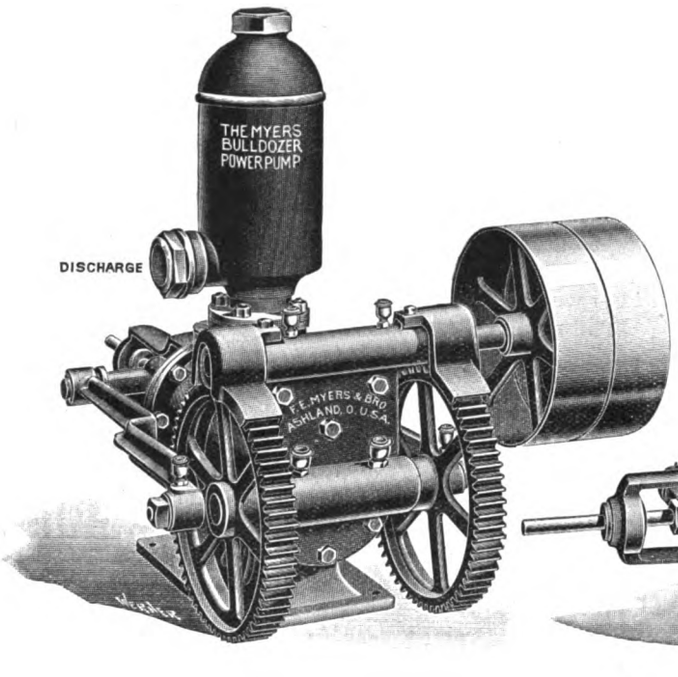


FIG. 2.—REAR VIEW MYERS BULLDOZER PUMP.

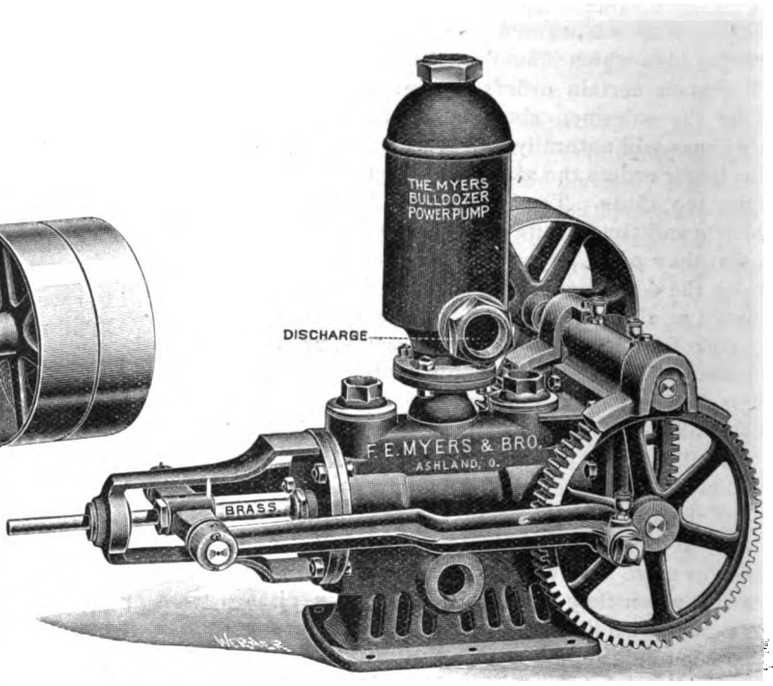


FIG. 1.—SIDE VIEW MYERS BULLDOZER PUMP.

The Hardware Associations.

The meeting of the Wisconsin Retail Hardware Association, which will take place in Milwaukee on February 1st and 2nd, promises to be very interesting, and a number of papers have been prepared for presentation. The question of a national association, and also that concerning special work in the Northwest, will be taken up.

An association is being formed among the retail Hardware dealers of northern California.

The San Francisco members of the Pacific Coast Hardware and Metal Association, gave a complimentary banquet to their traveling salesmen some nights since in the rooms of the Merchants Club. Brace Hayden, president of the Association, presided.

The annual meeting of the Minnesota Hardware Dealers' Association will be held in St. Paul, Minn., on February 8th and 9th. Steps will be taken at this meeting toward the formation of a national association, the Minnesota dealers acting in conjunction with other associations.

The Iowa State Association will hold its annual meeting at Des Moines on February 8th and 9th. The membership consists now of 115 members, and a large number of others are expected to be present. A paper will be presented by the secretary of the Minnesota Retail Hardware Dealers Association, on what their Association has done for its members. Another paper will be presented on "How to drive out the range peddlers," and, "What is the best way to meet Catalogue House and Department Store competition." The second day will be devoted to a question box.

Gregg & Barrell, Standard Buildings, Joubert Street, P. O. Box 938, Johannesburg, South African Republic, desire to receive catalogues from American manufacturers with quotations of prices, f.o.b., New York City. This includes not only the Hardware line, but all kinds of goods of American manufacture. We would suggest that American manufacturers forward their catalogues immediately, and thus further the interests of the export trade.

HARDWARE costs but One Dollar per year.

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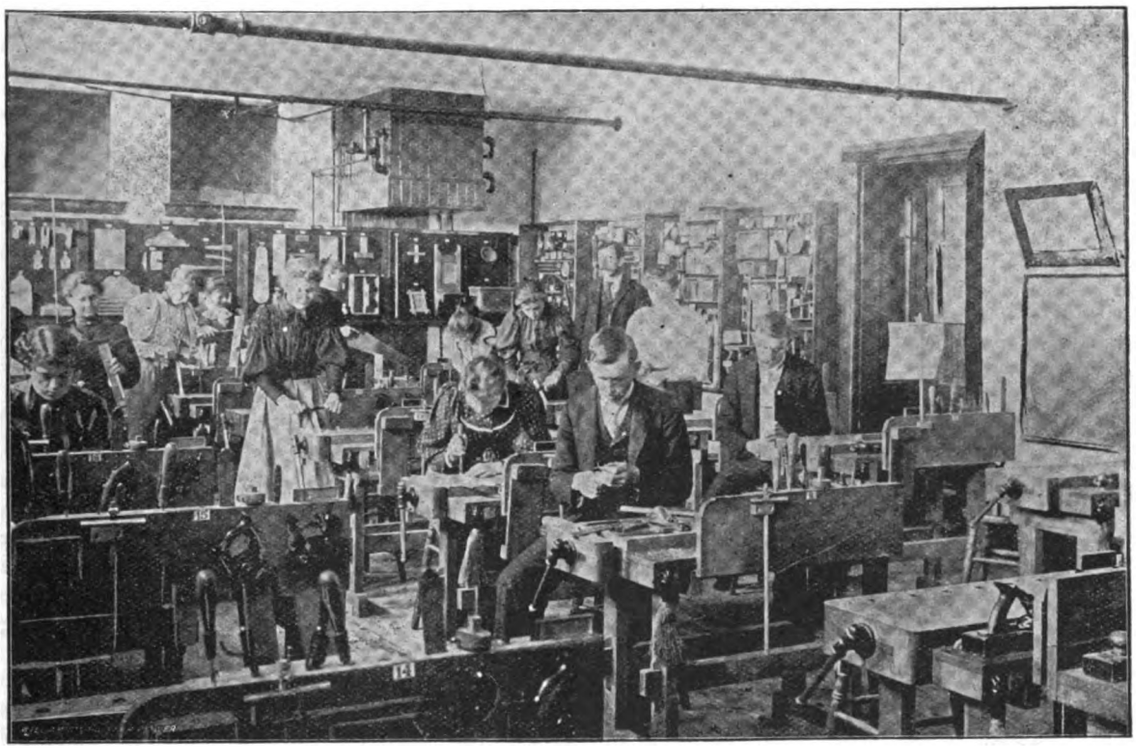
A DEVELOPMENT OF THE TOOL TRADE.

To a beneficent policy of public education, this country owes much. A cursory glance at the history of nations will convince the least observant of us that the nation whose educational principles are the broadest is bound to forge to the front, even when other conditions are not equal. In our own system, which demands everything that the world's experience has taught to be best, we are perhaps inclined to be self-satisfied. Nor do we lack excuse. Already the stage of "free" and "compulsory" education has been left behind; and the effort now is, not only to see that every embryo citizen receives the elements of an education, but that every available means tending to broaden and strengthen the faculties of the pupil shall be employed.

Investigation along these lines has proven indubitably that frequently the use of what may appear to the lay mind as outside means has the most beneficial effect upon the mind of the young student. With this in view, we have had all forms of physical exercises—drill, calisthenics, gymnastics—and now the subject in hand, most frequently referred to, but wrongly, as manual training.

The latter expression, while conveying the means, does not denote the end in view. The use of tools in wood working, iron working and kindred branches, in our educational institutions, is not, as many suppose, for the purpose of teaching the pupil to make articles which may or may not be useful to him; it is not for the purpose of making him a mechanic or artisan. This is simply a detail in the scheme, the real purpose being to give him perfect control of the several functions of the body thus brought into play, and by making him master of himself in this direction, go so much further towards perfecting to its utmost possibility the intellectual structure. For in this work, not only are the hands and muscles educated and taught control, but the power of thought and calculation are equally exercised.

For the past ten years, Mrs. Quincy A. Shaw, a public-spirited woman, who has already spent over half a million dollars in introducing the kindergarten system in America, has maintained at her own expense a Teachers' Training School at No. 39 North Bennett Street, Boston. This school, under the management of Gustaf Larssen, is devoted to the training of those who are already teachers, in the use of tools as required by the Sloyd system. The term "Sloyd" is derived from the Swedish adjective "slog," meaning handy or deft; and the system, while originating in Sweden, has been adapted in all essential respects to the conditions obtaining in this country. American models taken from domestic life, and American tools, have been substituted for the Swedish; and in the latter, while the consumption is of no mean proportions at present, it promises to become a most important one in the future. The steady growth into popular favor of this educational branch is fully evi-



denced by the large number of schools to which this feature has been added. In Boston alone there are no less than twenty-three of these schools: while at the last report the number of pupils studying the Sloyd system alone in the United States was placed at twenty thousand. Besides these, are the advocates of the Russian system, which has many adherents. The limit of equipment in these schools is governed only by the purse and desire of the ruling powers. The following list of hand tools is considered to be absolutely necessary to the full course: Knife, sandpaper, splitting saw, jack plane, try-square, drill-bit, bit-brace, back saw, marking gauge, block plane, bench-hook, auger-bit, turning saw, spokeshave, brad-awl, cutting-off saw, winding sticks, firmer chisel, flat file, divider, hammer, nail set, countersink, screwdriver, smoothing plane, half-round file, cabinet scraper, bevel, veining tool, skew chisel, round file, carver's punch, centre-bit, mortise gauge, mallet, firmer gouge, compass saw, rabbet plane, firmer gouge (beveled inside), drawing knife, jointer plane, matching

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plane, cabinetmaker's clamp, parting-tool, mitre-box, framing chisel, plow plane.

In the case of some of these tools, one will do for the use of half a dozen pupils; but in the majority of cases individual tools are required. To this equipment must be added tool-benches, grinding and oilstones for sharpening purposes, lathes for turning, and, as before stated, as much else as the appropriation will permit. The list given above numbers forty-seven tools. Approximating less than half that number—say twenty—as required per individual, would give us with twenty thousand pupils four hundred thousand tools now in use. And yet the system is in its infancy. With the millions of school children as possibilities, and the favor with which this line of education is constantly progressing, it ought in a few years to make the present number of twenty thousand look small in comparison.

The graduates of the Teachers' Training School already number one hundred and thirty, and are, as the records show, now scattered from Maine to California.

An attractive catalogue, covering the whole line of tools necessary for this purpose, is issued by the firm of Chandler & Barber, Boston, who have been quick to recognize and cater to this growing feature. Special attention is given by them to grouping sets of tools adapted to the different requirements and to the packing of these tool-chests especially designed for the purpose. FRED A. CATON.

Boston, January, 1899.

The Ames Sword Co.

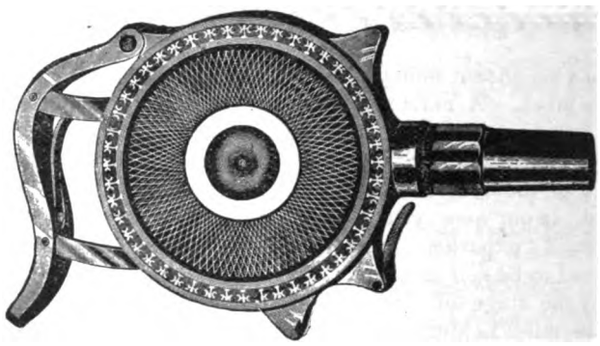
It is not every line of manufacture that is surrounded with a spirit of romance, that takes one back to the days of the Crusaders or a thousand years before them. But with the making of swords one involuntarily goes back in memory to the time when the venturesome knight placed, if necessary, a goodly portion of his patrimony in his blade, upon whose absolute perfection of temper and quality so often depended his very life. It was then that cunning artificers of Toledo gained a world-wide reputation for their handiwork, until a Toledo blade became a synonym for a perfect one.

And even to-day, when the sword is for the most part turned into a pruning-hook, and ranks second to the pen and the typewriter, this glamour of sentiment is not wholly



removed. A representative of *Hardware*, in visiting the Ames Sword Co., of Chicopee, Mass., was shown a large display case covering the entire side of a large room in which were displayed one thousand different samples of swords, ranging from the regulation non-commissioned officers, to the handsome gold-mounted presentation sword, with chased and hand-carved belt and scabbard, and ornaments of solid gold and silver. The prices were as wide of range as the quality; running from six dollars for the plain regulation, to five hundred for a presentation weapon.

As an instance of the work entailed in the latter, the sword recently given to Capt. Dyer, of the Brooklyn, may be quoted. The blade of this handsome gift required to be reduced in size, and it took one man ten days of con-



stant filing to eat away the necessary amount of the hardened metal.

Besides making blades for the purposes of war, this company produce those needed for Masonic and other society orders, as well as the metal trimmings and accoutrements for all uniforms.

Another branch of their production is that of bicycle front and rear forks, rear stays, handle bars, seat posts, bicycle revolvers, bicycle padlocks, and a specialty of endless silk sewed polishing belts. All of these lines are being pushed for 1899, and correspondence is solicited. Prices will be cheerfully furnished on application.

The Ferracute Co. Up to Date.

The Ferracute Machine Co., manufacturers of presses and dies, Bridgeton, N. J., are constantly watching the Hardware trade, and wherever they see any articles which are now cast, and which could be produced to good advantage in sheet metals, they take up the matter and invent suitable presses and dies for the work. They have recently turned out some very interesting samples of work in their machinery, in the way of door knobs, which are formed from sheet metal, at three operations complete. The door knob is made in two halves, and the halves are forced together in dies so closely that they look like one piece of metal when finished, and can scarcely be distinguished from the cast door knobs, while they are spoken of as "cheaper, lighter and better in every way." They have also succeeded in drawing the knobs with the stems in one piece with the bottom of the knob, instead of going to the expense of inserting separate stems.

They make a very large variety of presses, dies and other machinery, which are described in their new circulars recently issued.

An Irish priest had labored hard with one of his flock to induce him to give up whiskey. "I tell you, Michael," said the priest, "whiskey is your worst enemy, and you should keep as far away from it as you can." "Me enemy, is it, Father?" responded Michael, "and it was your reverence's self that was tellin' us in the pulpit only last Sunday to love our enemies?" "So I was, Michael," rejoined the priest, "but I didn't tell you to swallow them."—*Exchange.*

It is figured that in 1884, according to the *Wall Street Journal*, the total investment in electrical appliances throughout the United States did not aggregate much over $1,000,000, while to-day the capitalization of all the electrical concerns of the country is fully $1,900,000,000.

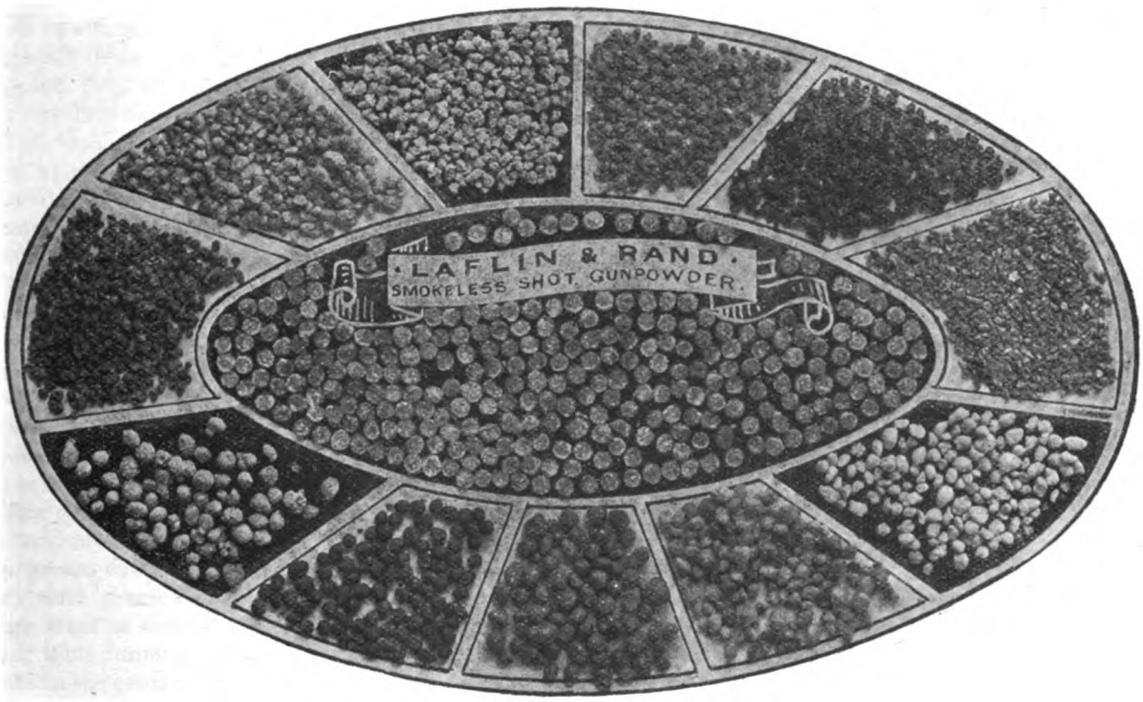
The modern girl don't need a beau
To take her where she'd like,
For now she paddles her own canoe
Since she's learned to pedal a bike.
—*L. A. W. Bulletin.*

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THE AGE OF SMOKELESS POWDER.

From a beautifully illustrated and extremely interesting booklet on the subject, we make the following extract, having reference to the Smokeless Powder manufactured by the Laflin & Rand Powder Co.:

Since the first appearance of the so-called "Smokeless" (Nitro) Powders a few years ago, the attention of powder makers as well as consumers, has been attracted more and more to explosive agents which seem to offer for sporting and military purposes pronounced advantages over the old and well-known black powder. Possessing in the "Orange" a very popular black powder, the Laflin & Rand Powder Co. has been ambitious to produce also, an equally popular smokeless powder. The erection a few years ago of the Pompton Mills, one of the most complete plants to be found in the industry, is claimed as evidence of the belief held by the company that this ambition has been realized.



The especial qualities sought for in smokeless powder are:

First—Safety in handling and in use.

Second—High velocities, great penetration and slight recoil, accomplishing these results by the use of a compound having greater force than black powder, but regulated so as to burn more slowly, and consequently to impart greater energy to the projectile on leaving the muzzle of the gun. The products of combustion in smokeless powder are all gaseous, while only about 43 per cent. are gaseous in black powder.

Third—In shotguns, excellence of patterns, uniform distribution of pellets, with high percentage, in a given circle; in rifles and military weapons, accuracy and uniform velocities.

Fourth—Stability, to undergo no change by reason of exposure to heat, cold or dampness, or when subjected to the vicissitudes of widely differing climates.

Fifth—Uniformity, that equal charges shall give practically the same results under all circumstances.

Sixth—A maximum pressure in the chamber and bore of the gun not in excess of that produced by black powder, while giving higher velocities.

Seventh—Freedom from noxious or offensive gases, the products of combustion.

Eighth—Absence of smoke.

Ninth—Minimum of fouling in the bore of the gun.

That perfection has been attained in any of the nitro or smokeless powders, in all of the above particulars, cannot be justly claimed, but the Laflin & Rand Powder Co. claim that they present in the Laflin & Rand Smokeless for sporting and military use, one more nearly fulfilling all the conditions than any other, and one of the most satisfactory smokeless powders yet produced.

In the element of safety it is claimed to be beyond criticism. It will not explode unless confined (as in the bore of a gun.) Ignited in the air, it burns freely with a brilliant flame, but without explosive indications. Seven hundred (700) pounds in a single heap, have been set fire to at one time, in the open air, and burned away quietly without any sign of explosion. In its velocity and penetration it would be difficult to excel while the recoil, being more in the nature of a push than a blow, lacks the violence of a sudden shock, and produces no unpleasant effect, even after long continued shooting. Illustrations of a few patterns made in the usual course of testing the powder at the works, are here shown as evidence of its good performance.

It is one of the most stable of all nitro powders, being absolutely unaffected by the heat of summer or the cold of winter, by moisture or by any atmospheric conditions. It has been soaked in water over night and fired next day, after taking off the surface water with blotting paper, with the same high results as dry powder. Sportsmen who use Laflin & Rand Smokeless Powder on the coast of Florida and in humid climates, need no longer give any care to the condition of their ammunition, as they find that it shows its usual good qualities under all conditions.

It is thoroughly uniform; the careful proportioning and incorporating of the ingredients, and the special method of granulation, securing a uniformity not equailed by others. The grains are hard, but possess a certain degree of elas-

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ticity, and it is almost impossible to break them up even with pestle and mortar. This ensures a clean powder and freedom from dust or small pieces, which cause unequal burning and consequent lack of uniformity in velocity and pressure.

The illustration given herewith show grains of Laflin & Rand and also of other smokeless powders, enlarged to twice natural size. By comparison, a great uniformity of the grains of the Laflin & Rand Smokeless will be readily observed.

The many advantages of dense powders must be patent to all, and though but recently introduced to the public, and within a very short time in the United States, they are rapidly gaining in favor. With the new Laflin & Rand Smokeless (dense) Powder there are the advantages of small charges, producing the highest results, non-susceptibility to moisture or dampness, uniformity, accuracy, diminished force of recoil, wonderfully good patterns, and it will not pit or corrode the barrel of the gun.

For measuring the charges, use the measures of the B.G. I. Co. (Bridgeport Gun Implement Co.), graduated in grains for this powder and which will correctly measure it. In order that the equivalent bulk may be understood by those who have been accustomed to measure in drams, it is stated that fifty grains of the new Laflin & Rand Smokeless will fill a two (2) dram measure.

In loading, use U. M. C. "Acme" or "High Base," or Winchester "Leader" ¾ base, or "Repeater" ¾ base, or other similar shells adapted for dense nitro powders. In a 10 gauge shell, load from 45 to 55 grains with 1⅛ or 1¼ ounces of shot. In a 12 gauge shell, from 37 to 45 grains, with 1⅛ or 1¼ ounces of shot. In a 16 gauge shell, from 30 to 35 grains, with 1 ounce of shot.

Wads which fit tight in the shell should be used and care taken to seat them firmly and squarely. The best results are obtained by using, over the powder: First, a "Trap," "Field" or Card Wad, then sufficient black-edge or pink-edge wads to fill the shell, leaving space for required quantity of shot, and about ⅛ to ¼ inch crimp.

The Laflin & Rand Smokeless Powder for rifles possesses all the good qualities and many of the advantages of the powders for shotguns. It has been thoroughly tested by the Government of the United States and accepted by it. It is now being used in the U. S. .30 calibre magazine rifle. The official tests have shown it to be remarkably uniform and unaffected by any climatic changes, moisture, heat or cold, and with keeping qualities equal to any powder, black or nitro.

The company also manufactures smokeless powders suitable for .22, .30, .32, .38, .45 calibre and other sporting rifles, with which equally good results have been shown.

In addition to the handsome booklet from which the above was taken, the Laflin & Rand Powder Co. also publish an illustrated catalogue descriptive of Orange sporting powder, blasting and mining powder, high explosives, electric blasting apparatus and blasting supplies, method of blasting by electricity, etc., which may be obtained at any of the offices or agencies of the company, where, also, information on the subject of explosives will be cheerfully given, prices quoted and orders received.

A complete descriptive catalogue, profusely illustrated, is also published in the Spanish language, for use in Central and South American countries.

The new Laflin & Rand Smokeless Powder for shotguns, which is now produced for the first time, is a dense powder; that is to say, it requires a less quantity by either measure or weight, to obtain high velocities than do some smokeless powders which load "bulk for bulk" with black powder. This will be more readily understood when it is explained that forty grains will do more work than eighty grains of black powder. It is, of course, dangerous to use excessive charges, as it is with any other powder, and it must be remembered that a full charge occupies only about one-half the space required for black or bulk-loading powders. Under no circumstances should a heavier charge than forty-five grains, by weight, be used in a twelve gauge gun. This is all that is necessary to obtain good results, and more will cause poorer patterns without giving any increase in velocity or penetration.



The Waterbury Farrel Foundry & Machine Co., Waterbury, Conn., have published a little volume entitled "Machinery Miniatures," the purpose of which is described as calling attention to a few of the sheet-metal working machines, shown more fully in their catalogues. Some sixty of these articles are illustrated and described.

The man who sits behind the car door and hence is in the best position to shut it, seldom does so because he doesn't feel the draught.—*L. A. W. Bulletin.*

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IN HONOR OF WILLIAM W. SUPPLEE.

At the fourth annual convention of the National Hardware Association, held in Milwaukee, Wis., in November last, it was the universal wish of the members that some action should be taken in recognition of the eminent services rendered by William W. Supplee, of Philadelphia, who had acceptably and ably filled the office of president, from the beginning of the Association.

This action was crystallized in the appointment of a committee especially charged with the drafting of a suitable memorial expressive of this feeling, and the selection of a suitable testimonial to accompany the same. The committee appointed for the accomplishment of this pleasant task consisted of George J. Laighton, New York, chairman; Alfred D. Clinch, New York; Charles H. Turner, Albany, and John R. Griffith, Philadelphia.

As the time approached for the annual meeting of the Hardware Merchants & Manufacturers' Association of Philadelphia, it occurred to the gentlemen having that Association in official charge that it would be a pleasant and appropriate thing to give their annual dinner in honor of Mr. Supplee, thus affording an opportunity for the committee to carry into action the will of the National Association.

The idea, once suggested, was taken up with enthusiasm, and arrangements were made for an occasion which proved itself to be one of the most entertaining and interesting of any of the many Hardware gatherings which have occurred in this country during the past years.

This complimentary dinner was given at the Union League, Philadelphia, on the evening of Wednesday, January 18. About a hundred and twenty gentlemen were present, comprising in their numbers not only the members of the local association, but visitors from other points. An admirable programme had been arranged, and the exercises as previously arranged were carried to a very successful termination.

The gentlemen gathered at the Union League at six P. M., and the dinner was announced at about seven P. M. As the guests entered the main dining room of the League they were greeted with a scene of beauty, there being two large circular tables set at each end of the room, with a third table running lengthwise from the centre of the one table to the centre of the other, making a very harmonious and artistic arrangement and bringing the entire audience into view from the guest table, which occupied the further end of the room. The tables were elegantly decorated with flowers, with nature's green hangings covering the central chandelier, while an orchestra in one corner of the room furnished delightful music at intervals during the entire evening. The gentlemen who were present were as follows:

Clarence E. Sharpless,
C. W. Hubbard, Jr.,
Wm. Chamberlain,
Winfield D. Walkley,
Thaddeus Smith,
S. Hudson Kinney,
Edwin Gilbert,
James B. Wilson,
J. H. Van Newkirk,
David H. Reddie,
R. R. Williams,
James H. Kennedy,
Geo. E. Bartol,
A. D. Clinch,
T. James Fernley,
Samuel B. Huey,
David S. Cann,
Geo. E. Saul,
Chas. B. Adamson,
Rob't W. Mallon,
Samuel A. Bigelow,
Emil P. Albrecht,
Geo. Reuter, Jr.,
L. H. Pease,
W. H. Stubbs,
Louis V. Wolf,
A. A. Rogers,
Clarke Merchant,
Wm. C. Peters,
Henry Barnett,
Alfred W. Barnett,
Geo. F. Barnett,
Henry W. Scattergood,
Henry J. Gosling,
Tom Almgill,
Fayette R. Plumb,
Nathan A. Taylor,
S. G. North,
Ralph H. North,
J. L. B. Holme,
A. C. Albrecht,
Joseph B. Weed,
Paul A. Griffith,
John R. Griffith,
Edw. E. Perry,
T. B. Hendrickson,
Harry S. Hendrickson,
Daniel W. Hertzog,
John Braun, Sr.,
E. K. Tryon, Jr.
Edw. B. Mears, Jr.,
Evan D. Chandler,
Chas. Z. Tryon,
Hugh McCaffrey,
Walter A. McCaffrey,
Hugh McCaffrey,
Edw. V. McCaffrey,
Alfred C. Rex,
Ellicott Fisher.
Joseph G. Rittenhouse,
Crawford Miller,
Edw. Darby, Sr.,
Edwin S. Rowland.
Rush Rowland,
Samuel Disston,
Rob't J. Johnson,
Harry C. Disston,
Jacob M. Vogdes,
Edw. L. Hand,
Elmer E. Brown, M. D.
Nicholas A. Petry,
I. V. Rarick,
John W. Owen,
H. Beilefeldt,
W. B. Parker,
H. G. Kraft,
W. B. Munroe,
Chas. E Grange,
Chas. S. Forsyth,
Chas. W. Gause,
Chas. M. Biddle,
James H. Ritter,
Edward Knight,
William D. Supplee,
Stephen W. Tener,
N. F. Cressman,
Frank W. Huff,
Walter S. Cook,
E. W. Whitehead,
E. S. Fogg,
John Cook Brown,
James S. Bonbright,
James D. Green,
Chas. A. Huff,
A. N. Diller,
John F. Braun,
William P. M. Braun,
Joseph Clarke,
William W. Supplee,
William Waterall,
J. Wesley Supplee,
Joel J. Bailey,
Frank G. Drew,
T. Henry Asbury,
L. W. Klahr,
A. S. Kille,
J. R. Seltzer,
S. Spencer Scott,
C. M. Ghriskey,
H. C Ghriskey,
Smith Harper,
Daniel Stern,
W. C. Krider,
E. A. Scott,
James M. Bermett,
Job I. Pugh,
Wm. Hallen,
E. B. Pike.

At the centre of the main table sat James H. Ritter, the president of the Philadelphia Hardware Merchants' & Manufacturers' Association, while at his right side sat Mr. Supplee, the honored guest of the evening. The other speakers and special guests were grouped to the right and left of these gentlemen.

The subjoined elaborate menu was then discussed:

Blue Points.
Green Turtle. Fresh Kennebec Salmon, Sauce Hollandaise.
Pate of Sweetbread and Fresh Mushrooms.
Filet de Bœuf Sauce Italienne. Bermuda Potatoes.
Green Peas.
Punch.
Mallard Duck. Hominy.
Lettuce and Tomato Salad.
Camembert. Roquefort. Ices.
Cafe.
Apollinaris. Schuylkill Red Label.
Cigarettes. Delaware Brown Label. Cigars.

At each plate were souvenirs which showed the generosity of the Hardware manufacturers of Philadelphia, who gave each guest something to take home with him in remembrance of the occasion. Among these were "Yankee" screw drivers, presented by the North Bros. Mfg. Co.; files from the establishment of the McCaffrey File Co.; miniature meat axes from the establishment of Fayette R. Plumb; paper cutters and small saws from that of Henry Disston & Sons; meat cutters, coffee mills, etc., etc. from the works of the Enterprise Mfg. Co. of Pa., etc., etc. It is needless to say that each guest, on departure, resembled a small traveling Hardware store.

THE PROGRAMME.

It is appropriate here to speak of the very artistic and

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elaborate programme which had been prepared for the evening. It was bound in Wedgwood blue, on the outside cover of which appeared the words:

TESTIMONIAL BANQUET

TENDERED

W. W. SUPPLEE,

BY THE

Hardware Merchants' & Manufacturers' Ass'n

OF PHILADELPHIA.

UNION LEAGUE, JANUARY 18th, 1899.

On the first page inside, was a handsome portrait of Mr. Supplee, which is reproduced in this connection.

Following the menu and programme of toasts, was a list of the committee having the entertainment in charge consisting of the following gentlemen: J. H. Van Newkirk, chairman; T. James Fernley, Henry W. Scattergood, Ellicott Fisher, Fayette R. Plumb. On the outside back cover was a portrait of the Union League Building.

The full literary programme of the evening was as follows:

Greeting, - - - - James H. Ritter.
To thee and thy company, I bid
A hearty welcome.—Shakespeare.

Our Honored Guest - - - - H. H. Bishop.
Let lips do what hands do.—Shakespeare.

Testimonial Address, - - - A. D. Clinch.
I pretended not fully to state, much less demonstrate, the truth contained in the text.—Atterbury.

Acceptance and Retrospective Remarks, - W. W. Supplee.
Easy in words thy style,
In sense, sublime.—Prior.

Song, - - - - - - John F. Braun.
Perhaps it may turn out a song;
Perhaps turn out a sermon.—Burns.

Our Trades League, - - - William Waterall.
We are forced to take sides on it, either as progressives or conservatives.—S. Thurber.

The Future of Our Country, - - - George E Bartol.
Nothing succeeds like success.—Greeley.

Song, - - - - - Supplee Quartette.
The bird does not betray the secret springs
Whence note on note his music sweetly pours.—Jones Very.

Our Manufacturers, - - - Fayette R. Plumb.
Know how sublime a thing it is
To suffer and be strong.—Longfellow.

The Relation of Our Editors to Merchants and Manufacturers, - - R. R. Williams.
I chose to write the thing I durst not speak.—Prior.

The Social Side of the Hardware Man, - James H. Kennedy.
Proper words in proper places,
Make the true definition of a style.—Swift.

Chairman Ritter called the meeting to order, at about nine o'clock. His opening speech, and his various introductions during the evening, were happy and to the point, showing that Mr. Ritter was in perfect harmony with his environment. In the course of the evening he read letters of regret from a number of gentlemen who had been invited, and who were unable to be present. Among these were R. A. Kirk, St. Paul; Brace Hayden, San Francisco; Charles H. Turner, Albany; John C. Koch, Milwaukee; Peter McCartee, president Hardware Club of New York, and R. W. Shapleigh, St. Louis.

PRESIDENT RITTER'S OPENING ADDRESS.

In calling the meeting to order, President Ritter spoke as follows:

Guests and fellow members: One of our wisest men once wrote an essay on "Compensations"—it was not a treatise on salaries—in which he made it clear that all things have their compensations—heat balances cold, rest balances labor—and, in looking at our suspense accounts, I sometimes wish that credit always balanced debt. But, as I rise tonight to the pleasant duty of giving you a heartfelt welcome to our social feast, it seems to me that in this gracious task even the Hardware business has its compensations, and Heaven knows it needs them. And, in welcoming those who are here, in fancy my voice goes farther and sends a welcome from the East to the West, from the Lakes to the Gulf, to all those absent members of our National Association who are here tonight by their delegates.

For now, laying aside the cares and rivalries of trade, and the interesting (?) results of stock taking, we meet as fellow members of our Philadelphia Association, with guests from other trade organizations, and friends from distant cities, to do honor to one of our number, Mr. Wm. W. Supplee, who, by diligence and unremitting industry, and even self-sacrifice, has made for himself an honored name in the long and distinguished roll of Philadelphia merchants.

At present there is a revival of interest in the life of one of our most noted merchants—a man who is justly called the "many sided," and for whom our University of Pennsylvania, the Pennsylvania Hospital, our Philadelphia Library and the Philosophical Society are only some of his memorials—I refer to that Philadelphian by adoption, Benjamin Franklin. In a certain part of his frank and ingenious biography, he dwells with pardonable pride on the proverb, which was taught him in his youth by his mother, "Seest thou a man diligent in his business? He shall stand before kings." Said Franklin, "I never expected to see this word of Solomon literally fulfilled, and yet I have stood before several kings, and even dined socially with one." So, as in Franklin's case, we have as our chief guest tonight one of our number, who, by his own proving of this wise saying, now comes to be honored with our well-earned praise and thanks.

To Mr. Wm. W. Sueplee I, therefore, give a special word of welcome, pausing to add only a few words which I feel sure will be almost superfluous by reason of the eloquence which is to follow me.

And, if the occasion is a rare one, what shall be said of this historic room in which so many of the noted men of our nation have been entertained, and from whose walls there gaze upon us now the inspiring faces of those typical Americans, George Washington and Ulysses S. Grant. Never shall I forget that evening several years ago, when one of our Irish members—I need hardly say it was not Mr. Supplee—moved to more than eloquence by the associations of this room, drew a picture of a barefooted boy playing in rags and poverty on the hills of Ireland—later coming to this, his adopted country, with no capital but honest hands and an industrious spirit, and then, by the advantages afforded by this fair country, rising step by step, through sheer merit, until his voice rang out clearly in this room, where the once barefooted boy at last stood a man among men, a peer among his peers. All honor to the flag which waves over a country where such progress is possible. All honor to the man, whoever he is, who, by diligence and worth, rises to preeminence among his fellows.

Among these is our guest of the evening, and, perhaps, I may pause in my greeting to say a few words in regard to Mr. Supplee's career, leaving others, who have known him longer, to relate details more fully.

Mr. Supplee made two mistakes in his life—one was being born in Norristown—I cannot tell when—perhaps he will, if you ask him. Like Benjamin Franklin, he soon saw his mistake and early came to Philadelphia where he was in business for some years. Then came his second error, for, in 1859, he left Philadelphia—this, of course, as old Philadelphians know, is always a mistake. Mr. Supplee anticipated Horace Greeley's advice and went West to what

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was, at that time, the frontier town of La Crosse in Wisconsin. I do not doubt he could give us harrowing tales of Indian escapes and perilous adventures, but his natural modesty has always kept these suppressed. Soon he repented and so we forgive him, for, in 1867, he came back to Philadelphia, and entered the old business which, at that time, was known by the firm name of Conrad & Walton. Since then his life has been an open book, known and read of all men. Philadelphians know and appreciate the interest he has taken in civic affairs, freely sacrificing his own large business interests for the public good. His recent work in behalf of the Bourse is known to you all, and, if the Bourse is to realize all the worthy ideas of its projectors, such will be due to the aid of Mr. Supplee, who nobly came to its help in the hour of need, and spared neither time nor health in its behalf.

Perhaps Mr. Supplee wonders where I got some of these details of his early life, and that brings me to a story of that prince of preachers—Phillips Brooks. It seems that a friend of his had a little daughter who, in some unaccountable way, and greatly to her mother's distress, had picked up a number of naughty words which she used with shocking freedom. One day the mother appealed to Phillips Brooks for aid and so, taking the little girl on his knee, he told her he had heard very bad things about her and that she used naughty words. "Who told you?" asked the child. "Oh! a little bird told me," said Brooks. "Who told you?" repeated the child. "A little bird," said Brooks. "Oh!" replied the youngster, "it must have been one of those darned little English sparrows." Perhaps, I got my facts the same way.

But Mr. Supplee's work in the National Hardware Association is not so well known. This Association was started in 1894 and Mr. Supplee was elected its first president and held the position until his peremptory resignation last year made it necessary to elect a successor. Every business man knows the discouragements and trials of these four years—the many new problems to be faced, requiring careful and often anxious thought, the increasing detail and complexity of business and the burdens entailed by narrowing margins and increasing expenses. It has taken brave men to stand the stress and strain of their own business, but Mr. Supplee, at the call of duty, did not hesitate to assume the presidency of the National Hardware Association, and no one fully knows the amount of work which he cheerfully did in that position. Small wonder, then that our National Association should deem it fitting to take some action in testimony of his services, and among our guests to-night are their representatives who are charged to voice the feeling of its members toward Mr. Supplee and their appreciation of the work he has done.

Among the games of classic Greece, there comes to our mind that of the runners who ran their races with lighted torches. Fleet and sure-footed, they ran swiftly and straight on the course, until, through relays of graceful runners, the lighted torches went on to the goal and victory. Even so is example, and may Mr. Supplee's example spur others on to earnest effort in carrying the torch of our National Association on to a still grander future and a more glorious realization, and Mr. Supplee is fortunate in having a son, Wm. D. Supplee, who, I know, will nobly carry forward in his business the torch which his father lighted.

But Mr. Supplee's work did not end in efforts to gain a selfish advantage for his fellow jobbers—he was broad-minded enough to clearly see justice demanded manufacturers should have their due, and so the policy was early outlined that the work undertaken by the National Association was to be done in a spirit of fairness to both jobbers and manufacturers. At first, manufacturers viewed the National Association with suspicion, regarding it, in more ways than one, as a club which would be used in pounding out further advantages and concessions for jobbers only. Now this misconception is almost entirely removed. Manufacturers realize that the Association regard manufacturing interests as existing side by side with those of jobbers, and so, largely through Mr. Supplee's efforts, many of the warmest friends of the National Association are to be found among manufacturers.

And I cannot let this occasion pass without alluding to his work in our local Association, where, for two years, as president, and for many more, as an active member, his counsel and his acts have been for the common good. And what greater argument can be found for the maintenance of our local Association than the spectacle afforded to-night where we—once kept apart by jealous and envious competition—now gladly meet to honor one of our members for his efforts in behalf of all?

And, even if Mr. Supplee had not been active in public affairs—had not toiled and planned for the National Association—had not taken part in our Philadelphia Association—is it nothing that he now stands among us after forty years of successful business life? All this time his hand has been at the helm of business, and, through fair weather and foul, the good ship has kept steadily on her course, surviving all the storms and cyclones of financial disaster which have strown our commercial coasts with the wrecks of so many fair enterprises and buried amid the sands of time so many cargoes of buoyant hopes. So, now, the good ship is before us, having weathered safely all the gales and with all sails spread, still standing on her course, and may the breezes of promise, now gently fanning us, waft it and all of us to the golden sea of prosperity.

And, as Mr. Supplee now reviews the toilsome years that are gone and reflects upon their cares and responsibilities, well may he say with the poet:

Gray distance hid each shining sail;
By ruthless breezes borne from me;
And lessening, fading, faint and pale.
My ships went forth to sea.

Where misty breakers rose and fell,
I stood and sorrowed hopelessly;
For every wave had tales to tell
Of wrecks far out at sea.

To-day, a song is on my lips;
Earth seems a paradise to me;
For God is good, and lo! my ships
Are coming home from sea.

And now, gentlemen, in the name of the Hardware Merchants' & Manufacturers' Association of Philadelphia, I again bid you welcome, and to our chief guest, Mr. Wm. W. Supplee, I add my hearty congratulations and the hope that he may be favored with many years in which to reap the fruits of his labor and to enjoy the priceless possession of an honored name.

It was expected that H. H. Bishop, of Cleveland, the president of the National Hardware Association, would be present to respond to the toast, "Our Honored Guest," but much to his own regret, and that of the gentlemen present, he was unable to attend the meeting, because of important business which detained him at home. He did not feel, however, that he could let the occasion pass by without speaking in behalf of the Association of which he is the head, and he therefore forwarded the address he had prepared to Samuel A. Bigelow, of Boston, a member of the executive committee of the National Hardware Association, with a request that he should read it at the meeting. Mr. Bigelow did so, and premised the paper of Mr. Bishop by the following remarks:

"It seems appropriate that some special recognition should be had of the kindness shown by the Hardware Merchants' & Manufacturers' Association of Philadelphia, in enabling the committee of the National Hardware Association to complete the duties assigned to them in securing and presenting to William W. Supplee a suitable tes-

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timonial, containing the high esteem and appreciation of his arduous and valuable labors in its behalf. It is also a high mark of honor that many manufacturers have joined to show their appreciation of the good work that has been done under Mr. Supplee's guidance, in bringing about more fraternal relations between them and their customers. He has worked faithfully and constantly for the organization he represented. and many of us who best know the severe strain upon his health, and the sacrifice of his personal interests, can most fully appreciate the feelings that must ever be present of a work well done, and an association well founded on brotherly love and business methods. Mr. Supplee has given good service, and his work has been delegated to one of his most able assistants, whose interest in the Association is known, and who will continue to build on the safe foundation so ably commenced by its first president."

At the conclusion of these remarks Mr. Bigelow read Mr. Bishop's paper, as follows:

GOOD WORDS FROM PRESIDENT BISHOP.

Is it not a great pleasure and satisfaction to you, and to all present, to consider for a moment the circumstances that make a gathering of this kind possible? Here are assembled those who are engaged in daily competition, one with the other, each endeavoring to obtain that for which his neighbor is striving, and yet retaining for one another the friendship that induces meeting around this festive board, to do honor to one of their own number, who has most signally deserved *all* honors that can be heaped upon him. You may well be proud, Mr. Supplee, of the record which makes this possible, and we, in turn, can look with hope into the future, now just dawning, to a time when the era of good feeling and brotherly affection will have reached a zenith, and its sunshine will have dissipated all the fogs and mists of doubt, penetrated into all the dark places, dried up all the pools of foul business methods, purified and cleansed the hearts and minds of those in our chosen business, so that the wholesale Hardware trade of the United States may stand before the world, an example of purity, integrity and usefulness which cannot fail to command admiration, respect and imitation.

We may, with profit and interest, recall some of the happenings of the past four years. I can well remember some of the first occurrences in connection with the formation of our organization. There were brought together many men who had never before met each other. They came from all parts of this great land and were animated by different motives in attending. Whatever may have been the motive then, they have, through their wise action at that time, in forming themselves into an association with the avowed intention of fostering and encouraging friendly relations amongst themselves, and in selecting you as their executive head, builded wiser than they knew. Like all similar bodies from the commencement of time, its existence or demise depended upon a competent pilot. Its membership at the commencement was small—only twenty-eight, if I remember rightly. Now it can claim one hundred and seventy, with others knocking at its doors, and it has the satisfaction of knowing that it embraces nearly all in the country that are entitled to membership. It has, therefore, gained the confidence and support of those directly interested, but it has done even more than this, for it has gained the respect and good will of manufacturers, as is strongly evidenced by the kindly expressions of several upon a very recent occasion. It has given to many members improvements in their methods, through the unselfishness of others, who had given these matters thought and study for years. It has raised the standard of business integrity, and, in many directions, has pressed forward to the goal of a "high standard of business methods," which you have so earnestly and persistently advocated. It has protected the interests of its weakest member as well as that of its strongest. It has pointed out ways in which its individual members could benefit themselves by following the precepts laid down. It has proven itself a welcome adviser to intelligent manufacturers, and it has carefully avoided undertaking tasks that were not within its province. In all this, yours, Mr. Supplee, has been the guiding hand, yours the mind to plan. yours the brain to think. You have given unselfishly of your time and thought. You have made personal sacrifices. You have honestly administered the trust reposed in you. You have been weighed and not found wanting. Can we do less than honor you?

It may be a source of satisfaction to you to consider a moment the possibilities of the future for this infant that you have cared for, and which you have safely brought to a point where it may stand alone. I think I see in its future only continued progress and success. The object of its creation was the promulgation of the Gospel of Friendship among business competitions. The attainment of this object must now be the care of those in whose charge it has been placed. In preaching the gospel of good tidings a wise course is pursued, by impressing it upon the mind when immature. It is absorbed as a part of the daily training and eventually becomes a fixed principle at maturity. The same course must be pursued with the gospel that we have to preach. We must work, not only for the present, but for future generations. Those of us who are to-day active men of affairs will, in time, and many of us in a short time, be relegated to obscurity and the grave. Therefore, the principles which we believe to be right, should be carefully impressed upon the minds of all connected with us, no matter in what capacity. We can gain much by making a belief in, and adherence to, the principles of the National Hardware Association, a part of the education of everyone connected with our establishments. The order boy of to-day may be the proprietor ten years hence. What better heritage can we give him than an education to a high standard of business methods? An admiration for all that is honest and upright, a contempt for dishonesty, low trickery, and actions sometimes accounted smart? May we not rightfully hope for progress in this direction?

Whatever the outcome of the future may be, Mr. Supplee, you must have a feeling of satisfaction with yourself that partially compensates for the time and thought that you have given to the service of the trade. To a high-minded man this is a greater reward than money compensation or honeyed phrases of admiration.

Our Association, however, is not willing that you should pass from the position that you have occupied so honorably for the past four years, without some slight token of appreciation of those services. A committee was appointed at Milwaukee to procure a suitable testimonial with which they desire to present you on this occasion. I trust you will accept it as intended, not as a *measure*, but as a *token* of the esteem in which you are held by your associates of many years, your competitors and yet your friends. It carries with it our belief in you as a capable, honorable, broad-minded, manly man.

MR. CLINCH MAKES THE PRESENTATION.

The chief event of the evening was next in order, when Alfred D. Clineh of New York, was introduced, and, in a few well chosen words, recounted the steps that had been taken in preparation of the testimonial address, and its accompanying gift on behalf of the National Hardware Association by the above named committee having the matter in charge.

Mr. Clinch held in his hand an album which was 12x9 inches in size, handsomely bound in seal, with gilt edges, handsomely tooled. The inside covers were lined in crimson watered silk, while a number of pages of heavy cardboard, drab in color, made up the body of the work. On the first page was a photograph of Mr. Supplee, painted in life colors, while on the three pages that followed, was the

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address in old-style illuminated letters. The first of these pages contained an illuminated border of oak leaves, typifying the strength of the National Association; the next page had an illuminated portrait of mediæval arabesques, while the third page was illuminated in red, white and blue, testifying that there is strength in union, and typifying the patriotism of the members of the Association. The fourth page contained mediæval arabesques, while on the fifth were the names of the committee in autograph, with the date "January 18, 1899." The inscription upon the album was as follows:

WILLIAM W. SUPPLEE,

OF

SUPPLEE HARDWARE CO.

PHILADELPHIA, PA.

The address which Mr. Clinch read was as follows:

To William W. Supplee
Of
Supplee Hardware Company,
Philadelphia, Pennsylvania.

Sir:—A meeting of Hardware Jobbers assembled in the city of Cleveland, Ohio, on December 14, 1894, because of the strong and growing competition between themselves, intensified by the tendency of the manufacturers to sell direct to the retail dealers and consumers. At this meeting it was the unanimous opinion that the best means to correct the evils growing from these causes would be a National Hardware Association of the United States, which should embrace within its membership all Hardware jobbers in the country, and that if such a membership could be obtained, it would command the respect of all and be a strong lever in negotiating with the manufacturers.

Such an organization was formed and incorporated, and its first honors were conferred upon you by a unanimous election to the office of president. To you all had turned as the embodiment of that persistent energy, which, combined with executive ability, makes for success. You accepted the office and at once entered upon the discharge of its duties, and gave your personal attention to the various details of the large amount of work necessary during the formative period of such an Association. This work proved of an exhaustive character, but with that intense interest and good judgment so characteristic of your life, you still continued so to guide its affairs that the National Hardware Association was brought to its present position, so exalted in the estimation of all having dealings with it.

After three years of service, and against your wishes and protests, you were re-elected president in 1897, because new and important questions had arisen which called for a sound and conservative judgment. It was with deep regret that the Association learned from you at the annual convention held in Milwaukee, Wisconsin, November 16, 1898, that the pressing necessities of your business made it obligatory upon you to no longer continue its president.

The Association, desiring to testify to the love and esteem in which you are held by it, appointed a committee to present in some tangible form a testimonial which should be a token to the present and coming generations of that love and esteem which are cherished by all, but are procurable only by merit, and in the discharge of that duty the committee, in behalf of the National Hardware Association, present to you the accompanying service of silver.

The committee take advantage of, to them, the welcome opportunity offered by the duty imposed to express to you their personal sincere regard and respect.

GEORGE J. LAIGHTON, (Chairman).
CHARLES H. TURNER,
JOHN R. GRIFFITH,
ALFRED D. CLINCH,
Committee.

At the conclusion of the reading, Mr. Clinch handed the album to Mr. Supplee, while at the same time two men bore from the rear of the room a handsome case, which was opened, disclosing a magnificent silver platter, a silver tray and a large silver bowl, upon which was the following inscription:

Presented to

William W. Supplee,

by

The National Hardware Association.

President,

1894 1898.

The interest of the gentlemen present was such that they would not be satisfied until the case with its contents was borne around the room, so that each might have a personal inspection of the same. When quiet was somewhat restored, Mr. Supplee arose, and in a manner showing that he was deeply touched by the evidence which had been given of the appreciation on behalf of the Association members of his labors, voiced his thanks in the following eloquent manner:

RESPONSE OF MR. SUPPLEE.

Mr. President, Gentlemen of the Hardware Merchants' & Manufacturers' Association and Guests: I thank your efficient president and toast master, Mr. Ritter, for his kind and complimentary words, and no one can regret more than myself that it has not been possible for President Bishop, of the National Hardware Association, to be present on this occasion.

This banquet, so generously tendered by members of your Association, and which you have so thoughtfully arranged to have extend beyond the limits of our members, is indeed most gratifying, and I sincerely thank you. Your gracious act of courtesy to the members of the committee from the National Hardware Association, with which my name is so indelibly connected, has given them the opportunity amidst these delightful surroundings, and in the presence of my many friends, to fulfill a mission entrusted to them of making this presentation, and places me in a position where no adjectives can be collected and arranged in a chain of thought which can express my appreciation of your combined kindness.

And, gentlemen of the committee of the National Hardware Association, I thank you for the kind words and sentiments expressed, and I appreciate the friendly motives that inspired them, and wish it were within my limited powers of oratory to respond in equally eloquent form, for you have touched a chord of intensity which in its vibrations reaches and includes all the officers and members of our association.

And, gentlemen of the committee, please say to the members of our Association that I accept this commendatory address and this exquisite and beautiful present of silver with sincere and heartfelt thanks, and further say to them that I will, through my whole life, cherish with an

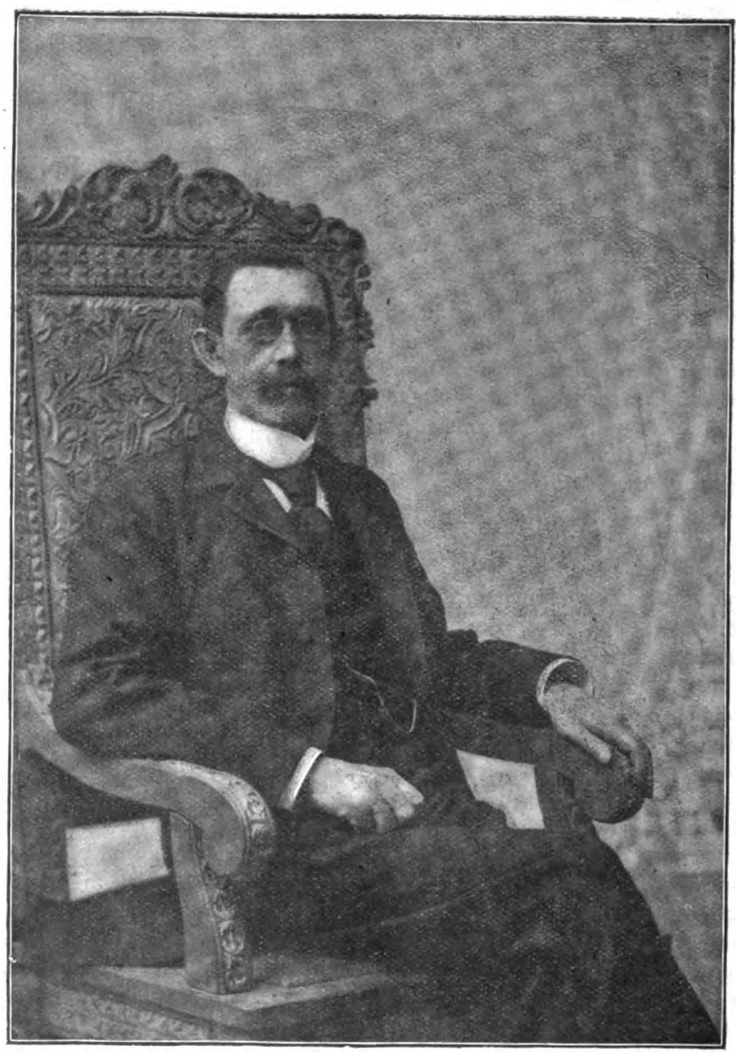
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intensity of feeling and appreciation this gift, as a further mark of the good-will, confidence and esteem which have always been shown me both personally and as president of the Association.

It was not without much reflection and anxiety that I accepted the position so recently vacated, and while I may not at first have realized the full extent of the responsibilities, I did realize the fact that without the cordial support and full cooperation of our members the work undertaken could never reach the beneficial results desired and expressed in the text of our constitution and by-laws, which reads as follows:

"The object of the Association shall be the promotion of more friendly business relations, and mutual confidence and good will with each other, and with manufacturers."

We found the untrodden paths of friendship tangled with a wild overgrowth of local jealousies; we found it



WILLIAM W. SUPPLEE.

necessary to unlearn the lesson that competitors in trade were necessarily enemies; we found that traditional jealousies and enmeties should be harmonized. Nor would it have been possible for your president, or any other president, to have harmonized these conflicting elements without the hearty and full cooperation of both the officers and members of the Association. In this the members have worked shoulder to shoulder together until almost the last semblance of jealousy and suspicion has been removed.

Governor Roosevelt, colonel of the Rough Riders, was called upon after his return to New York by a committee from the Rough Riders, who complimented him highly upon his bravery at the battles of El Caney, and especially on the thorny slopes of San Juan. He answered by saying it was in self-defense, for had he halted, he would have been trampled under foot by the perfect cyclone of enthusiastic followers in his regiment of Rough Riders. So the aid and support given by our members to your president and officers has spurred them forward in the noble work that was undertaken, and which our President Bishop, will continue, for I predict that in him you have found a leader who will add lustre to our Association.

The broad principles we advocate are equity, justice and liberality. We do not offer the fascinating allurements of allotments, combinations or trusts, nor have we the binding conditions which hamper individuality. Each member or firm have equal rights, equal benefits, and reserve the right to conduct their own business. We also fully recognize the right of manufacturers to establish their own prices to both the wholesale merchant and the retail dealer, and we feel that in justice to manufacturers, jobbers should maintain these established prices for an equal quantity of goods. And through this policy we have not only cemented together our members, but all liberal and progressive manufacturers are uniting in the golden links of the chain of friendship, and joining in the effort to maintain a high standard of trade ethics.

Looking back over one hundred and twenty-two years, we were a nation of three million people. The system of our liberal immigration laws during the intervening period has had the effect of bringing to our shores many millions of deserving, intelligent and capable people; these, with the descendants of all, have given us an estimated population of seventy-five millions, so to-day we have the capacity to produce, and are producing, from our varied and productive soil, and from our various manufacturing industries, far more than can possibly within ourselves be consumed. And it is eminently fitting at this time to refer to

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the manufacturers' influence in aiding the nation's development, for the extent to which they have contributed to our nation's happiness, its wealth and prosperity, are of no small dimensions.

We must not overlook the fact that with this increase of population there are millions less fortunate than those engaged in agricultural pursuits, who, in order to make a united and contented people must in some way be provided with employment. That problem can only be solved through the capabilities of our manufacturers, who, during the last few years especially, with their characteristic energy, intelligence and ingenuity, have, through improved machinery, and with other modern appliances, reached results which place them as formidable and successful competitors with any nation in the world. It is a true saying that when our farmers reap the full reward of their labors, and when our iron industries are fully employed, our nation is always prosperous.

Statistics are always dry reading to the average man, and the gigantic and amazing figures during the past few years have been but flippantly read and thrown aside. They read that the excess of exports over all imports for the year 1896 was about three hundred million dollars; in 1897 we had increased this to three hundred and forty million dollars, and for the calendar year 1898, to over six hundred and fifteen million dollars!

But what does all this mean? It means that we have exported during the past year some two hundred million bushels of wheat, over two hundred millions bushels of corn, over seven million bales of cotton, and that our manufacturers have exported an average of one million dollars' worth of their products for every working day of the calendar year, making a grand total of one thousand two hundred and fifty million dollars, which is over two hundred million dollars greater than in the banner year of 1892, and far in excess of any other period in our history.

The last available census returns show that there were over five million employees engaged in manufacturing establishments. After these manufactured goods leave the factory doors or warerooms they percolate through half a million small to large trading concerns seattered all over the United States, in which it is estimated there are employed over two and a half million people, and in the language of the Queen of Sheba as she stood before Solomon in all his glory, "The half has never been told."

The past year has been a memorable one in the history of our nation, and surprising changes and startling events have taken place with kaleidoscopic rapidity.

Occasional amusing incidents are related in connection with the war. The wife of a returned soldier, embracing her husband, said: "Camp life wasn't a bit like home, was it husband dear?" "Well dearie, *the cooking was about the same*, but we didn't have any actual warfare you know.' They were then interrupted by a tramp, who entered and asked for supper. "Well, I am willing to give you something to eat," said the woman, "but it does seem to me that a great, strong, healthy man like you ought to have been fighting for his country as my dear husband was." "Well, mum, if you'd walked over this country as much as I have, and know'd how big it was, you wouldn't want to add no islands to it. I've kept out of this war on principle."

General Sherman said in his emphatic and forcible language "War is hell." I have always been willing to believe him without looking for further proof, having had no experience in either, and I find the older I grow the more inclined I am to keep out of both of them.

General George Washington, without whom our poor and feeble colonies might, perhaps, have never gained their freedom, after untold sufferings, hardships and sorrows of the six years' campaign, in his farewell address, said: "It will be worthy of a free, enlightened, and at no distant period a great nation, to give to mankind the magnanimous example of a people always guided by an exalted justice." Washington, it would appear, had a good conception of what might, indeed, has recently occurred to this nation. Nor does it follow that exact duplicates of what have been in the past must always be in the future. While history and experience are guides by which to direct our footsteps, they should not be manacles to chain us to an immovable past.

General Andrew Jackson, the hero of his day, and Thomas Jefferson, the eminent statesman, both presidents of the United States and of one political belief, ex-President Benjamin Harrison and President McKinley, differing from the first two politically, all believed that we had outgrown the swaddling clothes of thirteen States and three millions of people, and all have favored extension of territory. In fact, Mr. President and gentlemen, with the exception of England we have been the greatest colonizing nation and the greatest expansionists in the world. If this be not so, what mean these forty-four stars where but thirteen existed in the banner of liberty, the emblem of our nation, the American flag, and what mean the three million, six hundred thousand square miles of territory where three hundred and twenty-five thousand originally existed, or the two thousand, two hundred million acres of land where two hundred million originally existed?

We obtained Louisiana and Alaska by purchase, first occupied Florida by force, took California and New Mexico, including in our grasp Nevada, Utah and Arizona, as spoils of war; annexed Texas and Hawaii by joint resolution, and Porto Rico and the Philippines, which we now occupy as colonies, come to us jointly by conquest and the spoils of war. Nor was this the first time in the history of nations, that the simple reply, yes or no, has changed the map of the world.

Expansion is not imperialism. Expansion opens the doors for manufacturing and commercial outlets. Great Britain has always recognized this fact, and every opportunity finds ready response with the British Houses of Parliament, but recently the manufacturers appealed to Lord Salisbury to intercede with the United States that their commercial tradings in the Philippines might be protected. Germany kept her men-of-war at the very doors of Manila, hoping for some excuse or opportunity to gain ascendancy whereby she could secure a foothold for the purpose of commercial and manufacturing supremacy.

For many years, and through several administrations, this nation tried to avert a war with Spain; all efforts in diplomacy failed, war became inevitable. The destruction of the battleship *Maine*, through which two hundred and sixty of our brave men lost their lives, was but one of the distressing incidents in the course of events, and the three hundred millions cost of the war for the fiscal year is but one of the results. And while it is no new theme for foreign countries to both write and talk the theories of humanity, the war with Spain was the first and only one in the history of the world where a nation offered up the lives of their brave men and their hard-earned treasures solely in the interests of humanity.

In obedience to the laws of neutrality, Commodore Dewey was ordered by the Chinese Empire to leave Hong Kong. He cabled for instructions. The secretary of the navy replied as follows: "Proceed to the Philippines, take or destroy the Spanish fleet." In obedience to orders, he reached the Philippines, passed unharmed the forts of Manila Bay, and captured and destroyed thirteen Spanish men-of-war, without the loss of a single man, in less than three hours. In process of time Cervera's bottled fleet, in their effort to escape from the harbor of Santiago, were attacked by Commodore Schley with Admiral Sampson's

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well ordered fleet, and destroyed the entire Spanish fleet in less than one hour.

Our army showed no less courage; they landed in Cuba with but one-fourth of the force of the Spanish soldiers on the island, and against the odds of Spain's smokeless powder, better arms, and their poisonous copper cartridges, suffering from the hot rays of a tropical sun, fought on the hills of San Juan with an inspiration of courage which gained the admiration of the world, and in forty days from the day our army landed in Cuba, compelled the surrender of Santiago, and thus that campaign passes into history challenging in comparison the battle of Waterloo, in which all of Napoleon's former reputation was annihilated. And after the fleets of the Spaniards were destroyed and the guns of Manila and Santiago had ceased fire, some ten million souls were released from perpetual bondage.

The echoes of our late Peace Jubilee are still ringing in our ears, the effects of the National anthems sung by over three thousand of our public school children, and the huzzas from the throats of a million enthusiastic people, who did honor to the heros of the navy and army, are still tingling through our veins. And while the mission of the United States was for the sake of humanity and civilization, there is no other alternative than for us to accept the responsibilities and the inexorable results which the war has brought upon us, and while citizens may at the present moment differ as to the benefit of these islands, I believe that future generations will applaud the wise diplomacy of our President and peace commissioners, who secured a treaty which takes the sovereignty from Spain and prevents the possible scramble of other nations, and enables us to exert and extend our influence and authority over one hundred and fifty thousand square miles of territory, and seven thousand straight miles to the gates of Asia, the scene of the present European contest for ascendancy for commercial purposes, all conscious of the fact that the opening of the Chinese and Eastern markets will give almost unlimited opportunities.

The average American loves bravery and brave men, and the war with Spain ended with new names in the galaxy of heroes. The names of Dewey, Schley, Sampson, Miles, Merritt, Shafter, and the always popular Major General, called the "Fighting Cock of the South," Joseph Wheeler, with many others who cannot be mentioned in these few moments, including Hobson (whose bravery was not diminished by his stolen kisses), will always stand conspicuously dear in the hearts of all true Americans.

And, gentlemen, when the sun passed out of sight below the horizon December 31st, and the hands of the new clock upon the tower of our City Hall pointed to the hour of midnight, the clock for the first time struck the hour of twelve, and a thousand bells of our city rang out the old year, the books of our nation for the year were closed, but the pages will show that the golden harvests from our productive soil, the yearly radiant glow of our Southern cotton fields, the hidden and untold wealth of our gold, silver and copper mines, the vast areas of coal and iron ore beds, the spouting oil from the bowels of the earth, the wonderful and successful achievements of our manufacturers, the abundant available and ample capital to develop and promote manufacturing and commercial enterprises, place us before the world as the greatest and most favored nation of God's grand universe.

On the conclusion of Mr. Supplee's remarks, a song was acceptably rendered by John F. Braun.

The next number upon the programme was "Our Trades League," which, in the absence of W. W. Foulkrod, who had been unavoidably detained, was responded to by William Waterall, a prominent paint manufacturer of Philadelphia. The subjects upon which he specially touched were environment and character, ending with reference to the good work which had been done in Philadelphia through the trade organization concerning which he spoke.

The next number upon the programme was "The Future of Our Country," which was most ably responded to by George E. Bartol, president of the Philadelphia Bourse. He spoke as follows:

ADDRESS OF GEORGE E. BARTOL.

Mr. Chairman and Gentlemen:—In these days, history is being made. The action of this republic, in relation to the islands acquired through the late war with Spain, will have an influence not only upon the future of the republic, but upon the world. The destiny of nations depends, perhaps, upon our decision. Will our decision be wise or unwise? Time alone can tell, and the effect upon our own future can only be guessed at by the wisest, for no conditions of the past can guide us at the present juncture.

It is difficult to arrive at the true feelings of the majority of our people on the subject of territorial expansion, and perhaps it is as well, for so shrewd an observer of humanity as Benjamin Franklin held the opinion that popular majorities were usually wrong, and that the saving good sense of the community was to be found among the minority. *Vox Populi Vox Dei*, is more beautiful in precept than in example.

If one can be guided by the public journals, there are many men of many minds, expansionists, anti-expansionists, and neutrals, who either don't know or don't care. The expansionists are sub-divided into two main groups: first, those who believe in annexation, pure and simple; and second, those who advocate a protectorate so far as the Philippines are concerned.

It is not my intention this evening to go into an exhaustive study ot this subject, which would be better suited to the lecture platform than to an after-dinner speech, but rather to touch lightly on some phases of the matter, and to take a glance at what we have done in the past in the direction of expansion, and incidently to note what views were expressed by our representatives and senators in Congress when the questions were under discussion.

Expansionists, from the foundation of the republic, have been, they are to-day, regarded as visionary people, almost crazy, engaged in an earnest effort to undermine and destroy the republic. In the very hot controversy, which occurred over the ratification of the Louisiana purchase in 1803, Senator Tracy of Connecticut said: "We can hold territory: but to admit the inhabitants into the Union and make citizens of them, and States, by treaty, we cannot constitutionally do; and no subsequent act of legislation, or even ordinary amendment to our constitution, can legalize such measures. If done at all, they must be done by universal consent of all the States or partners of our political association."

Representative Griswold said: "It is not consistent with the spirit of a republican government that its territory should be exceedingly large; for, as you extend your limits, you increase the difficulties arising from a want of the similarity of customs, habits, and manners so essential for its support;" and Senator James White of Delaware said: "But as to Louisiana—this new, immense, unbounded world—if it should ever be incorporated into the Union, of which I have no idea, it can only be done by amending the Constitution. I believe it will be the greatest curse that could at present befall us. It may be productive of innumerable evils. Our citizens will be removed to the immense distance of two or three thousand miles from the capitol of the Union." Sixty-four years later, when the ratification of the Alaska purchase was before Congress, Representative Ferris of New York said: "The people of this country do not want these Russian possessions. If submitted to them, they would reject the treaty by a majority of millions. Alaska, with the Aleutian Islands, is an inhospitable, wretched and God-forsaken region, worth

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nothing, but a positive injury and incumbrance as a colony of the United States." Representative Price of Iowa said: "Now that we have got it, and cannot give it away or lose it, I hope we will keep it under military rule and get along with as little expense as possible. It is a dead loss to us anyway, and the more expense we incur the worse it is for the country and the people."

Mr. Ferris of New York, previously quoted, offered a resolution to strike out all after the enacting clause, and to insert the following: "That the President be authorized to bind the United States by treaty to pay the sum of $7,200,000 to any respectable European, Asiatic, or African power which will accept a cession of the territory of Alaska."

Thus the views expressed to-day by the anti-expansionists are not new, but have all the merit of antiquity.

The question of constitutionality has been so well threshed out that it seems strange it should be again brought forward. I suppose, like Banquo's ghost and the "Crime of 1873," it will not down, and the precedents established during one hundred years are ignored.

The total cost of our annexation and purchases, excluding the Philippines, has been $52,200,000; certainly most profitable purchases, the gold output of California in the year 1853 alone amounting to $65,000,000. The "God-forsaken" Alaska has paid directly to the government for the seal fisheries an amount equal to its original cost, and has yielded in gold alone to the end of 1897 nearly $15,000,000.

While the annexation of the Hawaiian Islands was in contemplation, there was great contention made by the anti-expansionists that a vote of the people should be taken as to whether or not they desired us to govern them. This point is also being vigorously pressed in regard to the Philippines, and our venerable and revered Declaration of Independence is quoted as reading "That governments must derive their just powers from the consent of the governed." It is very like the original in sound, but very different in fact. The Declaration reads: "We hold these truths to be self-evident—that all men are created equal; that they are endowed by their Creator with certain inalienable rights; that among these are life, liberty and the pursuit of happiness. That to secure these rights, governments are instituted among men, deriving their just powers from the consent of the governed; that when any form of government becomes destructive of these ends, etc." But, my hearers, we must remember that the Declaration of Independence was written by *white* men for *white* men only, and that to-day there are thousands of men living in this country, some in our very midst, who are barred by law from citizenship, and some are nevertheless children of the oldest civilization known to man.

I do not mean to argue as to the justice or injustice of our position, but assert that it is nonsense to talk of only taking up the reins of government by the consent of the governed. Does any one suppose for one minute that we consulted the aborigines of this land when we made laws for them to move on, and to keep moving on, or that we consulted the French and Spanish residents in Louisiana and the Spaniards in Florida, or the Mexicans in California, or the Aleuts of Alaska? Certainly not. We saw the land, we liked it, we paid the owner to vacate, and we took possession and governed the inhabitants, and gave them the chance to enjoy the privileges of the Declaration of Independence, by securing to them life, liberty and the right to pursue happiness in their own way, and we will do the same with any other territory that we acquire, and we will govern it until such time as the people show that they can govern themselves, and then we will take them in as partners, if we want them, but not otherwise; but, if we are strong enough to hold the territory, we will keep on governing them just the same.

Gentlemen, the future of the republic is not to be made or unmade by acquisition of territory, whether on this continent or across the seas; neither the ice fields of Alaska, nor the palms of the tropics will determine our destiny, but the character of our people. I care not whether they be white or black, yellow or brown, if they are honest, the republic will endure and grow: if they are dishonest, it will disintegrate and die. The fall of the Roman Republic and Empire, which endured for nine hundred years, was not due to expansion, but to corruption, not of the officials alone, but of the mass of the people. In a republic, the people are the source of government. When the people themselves are corrupt, nothing good can be expected from their government. A stream cannot rise higher than its source.

Governor Roosevelt, in his inaugural address, said: "Under no form of government is it so necessary thus to combine efficiency and morality, high principle and rough common sense, justice and the sturdiest physical and moral courage, as in a republic. It is absolutely impossible for a republic long to endure if it becomes either corrupt or cowardly; if its public men, no less than its private men, lose the indispensable virtue of honesty."

My friends, we are gathered here this evening to do honor to one who, I believe, and I know you will agree with me, fills in a large measure the ideal of a virtuous, honest and patriotic citizen, one whom we are proud to know and have as our friend and advisor. It has been my good fortune to know Mr. Supplee for a number of years, but only in the last few months have I been thrown into that close touch, which is necessary to show up all of a man's good qualities. At a time when the Philadelphia Bourse was in sore need of friends and assistance, and when many were shy about coming forward, he came promptly to the front, and, despite ill-health and the pressure of private business, he has never looked backward since putting his hand to the plough, and will not turn back until he achieves success. It is the same in all his other public work, patient, cheerful, patriotic, always punctual, and habitually self-sacrificing, he is a high type of the American citizen needed now and always, if our republic is to endure. If succeeding generations are composed in large part of men like him, honest, efficient, moral, just, men of high principle and good common sense, we need not fear expansion, even if we should acquire the earth. The future of the republic will be safe.

Let us then face the future with courage; let us train our sons in honesty and patriotism; take what the fortune of war and destiny has placed in our hands, and where the God of Battles has planted our flag, there let it stay. Who will dare haul it down?

A song was next acceptably rendered by the Supplee Quartette, consisting of John F. Braun, William P. M. Braun, Frank W. Huff and Charles A. Huff.

THE MANUFACTURERS AND MR. SUPPLEE.

"Our Manufacturers" was the subject on which Fayette R. Plumb was appointed to speak, but his address contained a surprise to most of the gentlemen present, and another knock-out blow so far as Mr. Supplee was concerned. Mr. Plumb said very little about the manufacturers as such, devoting the greater portion of his remarks to the honored guest of the evening. He spoke as follows:

REMARKS OF FAYETTE R. PLUMB.

Mr. Chairman and Gentlemen: It is a great compliment to be selected by the members of this great organization to respond for "The Manufacturers." It has a double meaning to-night, because of the one whom we have chosen to honor.

During a business experience of nearly thirty years, it has been my greatest pleasure to be intimately associated with him, not only in the relation of manufacturer and merchant, but as my employer, my adviser and my friend.

His keen business judgment, coupled with his warm

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heart, have enabled me to confer with him without constraint, and it has always been a comfort to know that the advice sought would be able and thoroughly trustworthy.

Like all successful men who have hewn their way to fame and fortune, his early life was full of trials and vicissitudes. Leaving Philadelphia a mere boy, he emigrated to the great West to commence his business career, and settled on the banks of the Mississippi at what was then a frontier town. The city of La Crosse was a mere village, and the Hardware establishment started by Lloyd & Supplee was one of six others in that growing town. This place was made up of progressive business men, and Lloyd & Supplee soon took rank with the foremost. This was fully demonstrated by the fact that during the first few years there, they absorbed the stocks of most of their competitors, and when they left Wisconsin to take up their residence in our city, they had next to the largest business of any house in the State.

When Mr. Supplee was selected president of the National Hardware Association, I felt, therefore, perfectly confident that its affairs would be in the hands of one whom the members would be proud of, and one whose management would be marked with conservatism, and whose direction would be resourceful and masterful.

It is a source of pride and gratification to know that my judgment of him has been more than realized. He has not only handled the affairs directly pertaining to his association, with great executive ability, but he has also endeared himself to the manufacturers by the course pursued toward them. The feeling of antagonism that existed during the first year of his presidency, has given way to one of respect and esteem, as they have learned to realize that it has been his idea to work in harmony with them.

Under the circumstances, it is only natural that they should not allow an occasion like this to pass without recognizing his services.

I have the honor, then, Mr. Supplee, to present, on behalf of the manufacturers, this souvenir as a token of their high regard, appreciation and respect for your wise counsel and friendly help so graciously extended to them.

It is their sincere desire that the balance of your life may be made up of all the comforts and pleasures vouchsafed to those whose works have entitled them to days of restfulness and peace, and that you may carry in your heart kind remembrances of the givers.

Just as Mr. Plumb concluded his remarks, a large object which had stood heavily veiled beneath the portrait of Washington just behind the president's chair, suddenly came to light, consisting of a magnificent astronomical clock, which had been provided by the manufacturers belonging to the Hardware Merchants' & Manufacturers' Association of Philadelphia.

Mr. Supplee rallied as best he could, and in a heartfelt manner expressed with such eloquence as a man could summon under such circumstances, his appreciation of this magnificent gift. He said:

MR. SUPPLEE'S RESPONSE.

Mr. President and Mr. Fayette R. Plumb, representing the manufacturers: If the manufacturers have made any mistake in the man to whom they have given this elegant and beautiful present, they certainly have made no mistake in the oratory of the gentleman delegated to make the presentation speech, and I thank him.

Prince Bismarck, who was Germany's greatest statesman, and who has the credit of having founded the German Empire, spoke fluently seven languages, but, it is stated, that at a banquet he was able to keep silent in all of them. But, if Prince Bismarck were now alive, with all due respect to his memory, I would challenge him or any other prince to keep silence on an occasion like this. But, Mr. Plumb, what can I have you say to the manufacturers you represent beyond the few simple words that, "from the bottom of my heart, I thank them?" In this historic banqueting hall many Presidents of the United States have been feasted and many army and navy officers in gilded uniforms, and eminent statesmen have responded to toasts. Oh! that their echoes were still clinging to these walls that I might gather inspiration from their flow of eloquence and wit suitable to the occasion.

But, Mr. Plumb, you will please say further to these gentlemen that during my thirty-five years of intercourse with manufacturers this is the first time when a debt became due that I felt it could not be paid in full; but in this instance I cannot fully liquidate the obligation, for I am bankrupt in words, and, while my heart is full, it would require the eloquence of Demosthenes or Cicero to analyze and announce the contents.

This beautiful clock gives the record of time, but kindness like this cannot be paid in time promises, and, while its delicate machinery goes on tick, thankfulness and gratitude cannot be repaid on tick, and as the world revolves on its axis the clock indicates the day of the month; but good fellowship cannot be repaid in monthly instalments. But whether its melodious chimes chant the passing hours of the bright days of spring or during the cold blasts of winter or during the dark hours of night, the sound will always be to me a reminder of the harmony created between the members of the National Hardware Association and the manufacturers you represent.

This timepiece, with the delightful history attached, is one that will be handed down to future generations, and I feel it will always be held by them, as it will be by myself, in kind remembrance of the givers to one who but stood at the helm in the work and welfare of our Association, and in behalf of our officers and members, as well as myself, I again thank you.

These gentlemen and friends who have during the evening (since I before spoke) responded to toasts and spoke in such laudatory and eulogistic terms of myself (many of which virtues I had never heard of before) remind me of a friend who, at a banquet, once requested that if there were any manufacturers or jobbers present who were fully satisfied with their lot to please hold up their right hands; but there was not a hand to be seen. Now this evening I feel that I could hold up both hands, but before doing so I would like that a committee of one be appointed to investigate some of these complimentary and eulogistic remarks and see if these gentlemen are not mistaken in the man—besides, there may be two sides to the question. The committee can report at a later hour; until that time, gentlemen, I thank you.

The clock bore the following inscription: "Presented to William W. Supplee, by the Manufacturers, January 18, 1899."

"The Relation of our Editors to Merchants and Manufacturers" was the subject upon which R. R. Williams, Hardware editor of the *Iron Age*, had been appointed to speak, but because of the lateness of the hour, he omitted his set address on the subject named, and merely echoed and endorsed the sentiments of fraternity and good will which had been so eloquently uttered during the evening.

"The Social Side of the Hardwareman" was the subject which had been assigned to James H. Kennedy, editor of *Hardware*, New York, but he also declined to discuss the question at that late hour, and contented himself with a few words of greeting, and several anecdotes illustrating the social side of the Hardwaremen of Philadelphia.

Brief remarks were made by Hugh McCaffrey, vice-president of the Philadelphia Association, and by William C. Peters of the James M. Vance Co., one of the oldest Hardware houses of Philadelphia.

It was a few minutes before midnight when the exercises of the evening came to an end.

Too much cannot be said of the generous hospitality of Philadelphia on this occasion.

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NEW GOODS AND SPECIALTIES.

C. E. Jennings & Co.'s New Auger Bit.

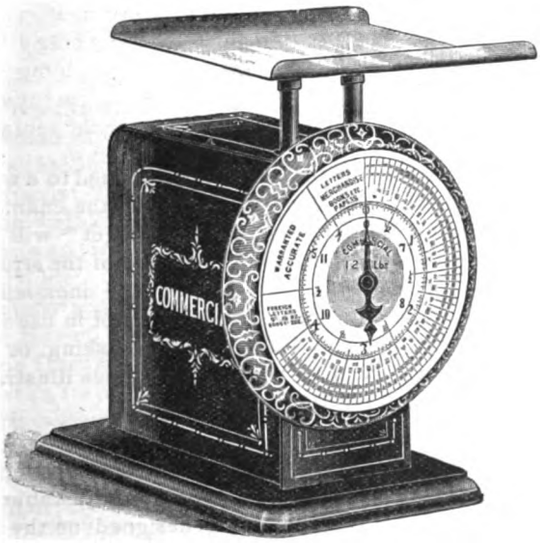
C. E. Jennings & Co., No. 79 Reade Street, New York, are placing upon the market a new pattern single twist auger bit, an illustration of which we give herewith. They



are known by being numbered "No. 1½," and are furnished to the trade packed in boxes of "one half dozen" each; they are made in all sizes, by sixteenths, from 3-16 to 20-16, and are assorted in sets of 6, 9 and 13 bits. They will be delivered to the trade, without extra charge, put up in the upright model bit box, No. 500, or in the flexible canvas bit roll. The manufacturers claim for these bits that "they are especially adapted for hard wood and end boring, but are said to bore equally as well in soft wood. Having but one lip and one spur, they offer very little resistance in working; they will lead into the end of hard wood without being forced, and have an excellent clearance." Every bit, it is stated, is tested before leaving the factory, and is fully warranted.

Pelouze "Commercial" Scale.

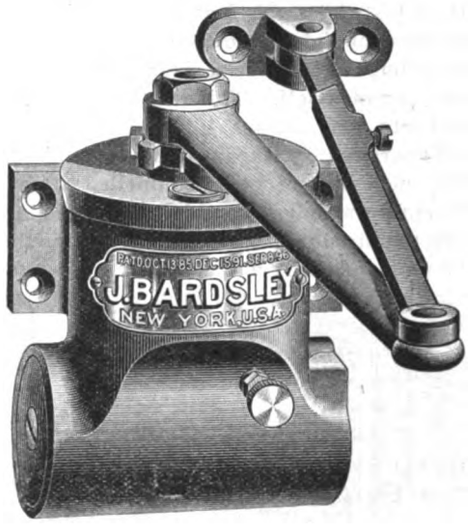
The "Commercial" Scale is an article of decided merit which is being newly placed upon the market by the Pelouze Scale & Mfg. Co., Nos. 133 to 139 South Clinton Street, Chicago. It is a postal scale, designed especially for offices; indicates the exact cost of postage, in cents, on letters, books, merchandise and newspapers, up to four pounds. It weighs packages by one-half ounces up to 12 pounds; is made of steel, beautifully japanned and striped;



has square six inch, nickel-plated top plate; a beautifully enameled dial, very distinct, easily read, and double steel upright supports distribute the weight, insuring accuracy.

The Bardsley Oil Door Check and Spring.

Joseph Bardsley, No. 149 Baxter Street, New York, has placed upon the market recently the Bardsley Oil Door Check and Spring. This device in its improved form embodies this season some new and valuable features that have been suggested by the experience of several years of manufacture of this class of goods. Among these may be mentioned the following: As it is made without packing in its working parts, it is one of the few door checks that are entirely free from friction. The spring used in its construction cannot be placed the wrong way up, which avoids the frequent accidental bending out of shape and breakage so noticeable in similar devices. If such an attempt is made in this door check, the engaging parts will slip by each other harmlessly. A frequent source of annoyance in door checks has been the breaking of springs, as the breaks almost inevitably occur near the inner diameter where the coils are small. In the Bardsley Door Check, the diameter has been enlarged so as to dispense with the small inner coil. A lighter, longer and more elastic spring is used, giving greater durability, this being permitted by the greater movement given by the larger interior diameter. The checking power cannot be lost through the liquid being forced from the liquid chamber into the spring chamber, as the two are connected by openings. A reserve chamber is provided between the spring chamber and checking cylinder, holding a supply of oil sufficient to last many a year. A screw hole is provided in the cap so that at any time more oil can be added without removing the check from the door. It is provided with a releasing device, which is an important feature, by means of which the checking power is removed when the door is nearly



closed, the spring thus exerting full force to latch the door. This feature is brought into play by an adjustment of the arms, and if not desired, need not be used. It is claimed that it may be readily taken entirely apart, as, after removing the arm, it is only necessary to take out three screws. This enables a broken or worn part to be procured and put in by anyone, instead of the customary expense and delay of sending to the factory for repairs. It is placed upon the market at the following prices, subject to a trade discount, and catalogues containing further information, will be furnished by the manufacturer on application.

Size A.	For light inside doors not over 2 ft. 9 in. wide	$3.50
Size B.	For narrow vestibule doors or inside doors not over 3 ft. wide	4.00
Size C.	For outside doors not over 2 ft. 9 in. wide	5.00
Size D.	For outside doors not over 3 ft. 3 in. wide	6.00
Size E.	For extra large and heavy doors	7.00

Checks are finished regularly in gold bronze; in dead black at same price, and in any special finish at an additional price.

A Telephone Shelf.

Taking notes at the telephone is a nuisance without some kind of a table or shelf for the purpose. The Sheehan Mfg. Co., Salem, Ohio, have filled the bill for such an article, arranged to swing out of the way under the tele-

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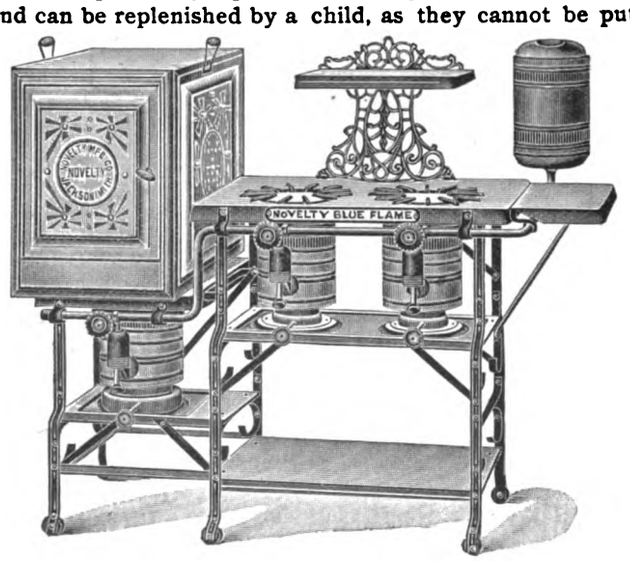
phone when not in use, and will market it through the light Hardware trade. As shown in the illustration, it is designed to fasten in the most convenient position for



writing. It can be lifted off the hooks and used in any part of the office. Catalogue for the asking, or sample sent for fifty cents.

Wickless Blue Flame Oil Stove.

The Novelty Mfg. Co., Jackson, Mich., are cataloguing the trade for their line of Wickless Blue Flame Oil Stoves, for which they claim superior merits. Among the improvements in this line, they note the following: Sight feed that is practical and all that the name implies. Auxiliary tank for quick lighting, which is found in no other stove. Student lamp device in fount governing pressure perfectly. An important feature is the fact that the oil is measured for the purpose of lighting, consequently an overflow of the burner is impossible. The simplicity of the lighting ring also commends itself. This ring is composed of sheet asbestos cut into strips about ¾ inches wide, and can be obtained of nearly every Hardware dealer in the land, thus avoiding the necessity of being compelled to send to the manufacturers for supplies, especially if one is in a hurry. These strips readily slip into a narrow groove in the burner, and can be replenished by a child, as they cannot be put



in any way but the right way. Their line comprises seven distinct sizes. The ovens are large and handsome, and the whole line has a superior finish characteristic of this company's product, and which has made their goods notably rapid and easy sellers.

The Carpenter Grass Hook.

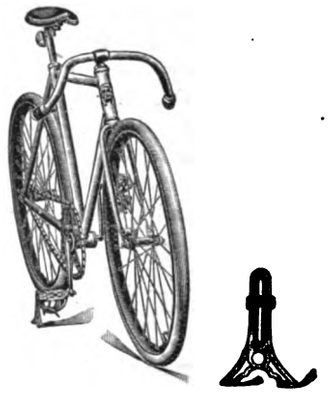
F. E. Carpenter, No. 105 Park Place, New York, is placing upon the market this season the Carpenter Grass Hook, an illustration of which we give herewith. This useful agricultural tool has been greatly improved upon over any previous season, making it one of the most practical of its kind that has been brought to our attention. The blades are tempered in oil and ground with extra wide bevel; the handles are hardwood, with strong malleable iron ferrules; tangs are securely riveted through the handles and shank of blade is so set in handle as to prevent any possible twist-



ing or turning when in use. Combining, as it does, all the advantages of the old style sickle, edger and weeder, its utility is at once apparent, and the various purposes for which it can be used make it a most valuable tool for florists and gardeners. Samples and quotations will be promptly furnished by the manufacturer to the jobbing Hardware trade, and up-to-date dealers will find this novel and practical Grass Hook will make a valuable addition to their line for spring sales.

Midget Bicycle Support.

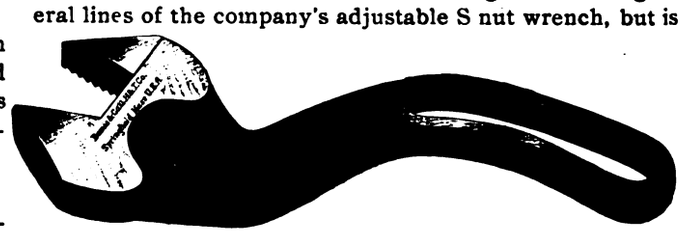
The Sheehan Mfg. Co., Salem, Ohio, have brought out a little article that ought to sell on sight to cyclists.



It is a bicycle rest or support, that, once attached to a wheel, is always ready for use. Instead of rubbing the enamel off the wheel against the curb-stone, the "Midget" will hold it securely, whether it stands in the middle of the street or at the edge of the walk. It is neat and inexpensive, weighing less than four ounces, and when not in use is out of the way of the rider. Catalogue for the asking, or sample sent on receipt of fifty cents. The above illustration shows the Midget in position on the wheel.

Adjustable S Pipe Wrench No. 50.

The Bemis & Call Hardware & Tool Co., Springfield, Mass., have put on the market an improved adjustable pipe wrench, which is here shown. It is designed on the general lines of the company's adjustable S nut wrench, but is



adapted to turning pipe. The operating nut is of steel and the sliding jaw a steel drop forging, provided with teeth for engaging the pipe. It is explained that the tool is thoroughly made, all parts carefully hardened and tempered, and that they are interchangeable. The wrench

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will be found useful in turning pipes in confined places, such as in corners and against walls, and that it will not lock on pipe.

Death of Charles Daly.

Charles Daly, senior member of the firm of Schoverling, Daly & Gales, died on January 11th, at his home in Summit, N. J. He had remained at his office in New York until the usual hour for leaving, and spent the evening in pleasant association with his family until about 11 o'clock, when an attack of apoplexy proved almost immediately fatal. Mr. Daly had not been a thoroughly well man for a number of months, and although usually able to attend to the duties devolving upon him at his office, still felt the necessity for exercising more than the usual care in the regular routine of his everyday life.

Mr. Daly began his business career about 1858, with the old firm of Tufts & Colley, who were, before the civil war one of the important houses doing a successful Southern trade. He was afterward in the employ of Sargent & Co., and later was associated with Herrman Boker & Co., which house he left in 1865, to join Mr. Schoverling and commence business in firearms on his own account, which the firm did in a modest and conservative way, beginning on



Barclay Street, and moving the following year to No. 52 Beekman Street. Their increasing business compelled them at a subsebuent date to take the larger and more important location at Nos. 84 and 86 Chambers Street, finally locating at the well-known and very convenient building, No. 302 Broadway, where they did the leading business in sporting goods, etc. Mr. Daly was one of the incorporators, and for many years president of the Marlin Fire Arms Co., of New Haven, Conn. He was one of ths active organizers of the Hardware Club, always manifesting the greatest interest in its prosperous career, and enjoyed the pleasure of serving several years on its first board of governors, and as an active member of the House Committee. He was also a member of the Colonial Club, and was connected by membership with the Presbyterian Church. He had been a widower for ten years. A son and a daughter survive him, Charles Howard Daly and Mrs. R. Courtney King.

Mr. Daly was a thoroughly conscientious merchant and was devoted to his chosen vocation. Upright and honorable in all his walks in life, a firm and life-long friend, with a warm heart for those he loved, and even an extended hand for those who might fail to appreciate his uniform kindness of motive and honesty of purpose. To a stranger his natural demeanor seemed diffident and reserved at first, but upon warmer relations springing from acquaintanceship he soon showed the possession of the noble qualities that engender friendship, annihilate selfishness and make life worth possessing. Possessing quiet tastes and domestic habits, he spent his happiest hours in his suburban home surrounded by those he loved. He leaves behind him a large circle of devoted friends who were endeared to him by his sincerity of character and generosity of affectionate impulse.

At a meeting of the trade, held at the office of Hermann Boker & Co., January 16th, for the purpose of taking suitable action in reference to the death of Mr. Daly, the following resolutions, prepared by a committee composed of A. H. Funke, Wm. J. Bruff and Henry Werleman, were unanimously adopted:

Whereas, It has pleased Almighty God, in His inscrutable wisdom and providence, to remove from this earth our friend and fellow member of the sporting goods trade, Charles Daly; and

Whereas, Our friend stood high in the esteem and affection of his business associates and companions, with an honorable record for business probity, coupled with a genial disposition toward all; therefore be it

Resolved, That we extend to his bereaved family, also to his business associates in the firm of which he was the senior member, our fullest sympathy and condolence for their irreparable loss.

Resolved, That we most tenderly convey to his grief-stricken children the sorrow and sadness we feel at parting with their protector and our friend.

Resolved, That a copy of these resolutions, suitably engrossed, be presented to each of his children,

In view of his prominent connection with the Hardware Club as one of its first board of governors, appropriate action was taken in regard to his death and the high appreciation in which he was held, a committee being appointed to prepare suitable resolutions of condolence.

A Good Time in Davenport.

They have good times out in Davenport, Iowa. There occurred, for instance, the annual banquet of the Sickels, Preston & Nutting Co., at the St. James Hotel, on the evening of January 14th. The spirit of the occasion was well voiced in the remarks made by Col. James R. Nutting, who spoke as follows:

On behalf of our company, it gives me great pleasure to welcome you, one and all, to this our annual festive reunion.

During the year some of us have given instructions, while others have received and obeyed them. Without any attempt at flattery as manager, I unhesitatingly say, that each one has tried to do his full duty; that whatever success we have enjoyed in the past has been accomplished by individual effort in the line of duty assigned, and by the perfect harmony that has prevailed and the interest taken by you all in our welfare. It is just as essential to the success of a commercial house, to have goods properly selected, well packed, carefully shipped and hauled to the station, as it is to have them well bought, well sold and accounts accurately kept. To-night we meet upon a level, just as we have been doing at the store for the past three hundred days and for many years before. You all know that there is no rank or caste in the policy of our business, and there never will be until the management is changed.

When any one in our company or in our employ does not desire to do his full duty from loyalty to and interest in the concern, his services are and should be dispensed with. We do not believe in doing what is right for the sake of reward, or refraining from doing wrong for fear of punishment. You all try, as I sincerely believe, to do what is right because it is right to do right.

There can be no better proof of the good feeling that prevails among us than the fact of our remaining so long together. Our worthy president, Mr. Robert Sickels, became identified with the house when he was twenty-one years of age, has been with it continually ever since. Our vice-president, Mr. A. J. Preston, has been here almost as long. Your manager began work the 7th day of

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August, 1864, for the munificent salary of twenty dollars per month, and Mr. C. A. Mitchell followed only three weeks after for thirty-five dollars a month. He has had a larger salary since, but has earned every dollar that he has received. Mr. Harbeck has been with us thirty years; Mr. Harrison, twenty years; Mr. Neuhaus, seventeen years, and Mr. Small began work here as an errand boy fifteen years ago. Many of you who are now occupying responsible positions came to us when you were kids. It is often said that whoever becomes identified with this house, remains until married, if ladies, and during life if of the opposite sex.

But you hear lectures enough at the store. You are impatiently waiting the pleasures of the dance and informal sociability that follows. You are welcome here to-night. I wish you all a happy new year.

"De trouble wif some men dat knows a heap," said Uncle Eben, "is dat dey hab sech a positive way o' tellin' it dat dey makes folks too mad to listen."—*Exchange.*

The New Price List of Tacks, Etc.

The leading manufacturers, under date of January 15th, have established a new and uniform price list which equalizes the inequalities in prices formerly prevailing, and which for some time, under the discounts ruling the market, have caused many sizes to be sold without profit. It is believed that this new list will be welcomed by the trade generally and continue in use for an indefinite period. The discounts applying to the various lines of goods covered by the new price list, will be found in our Review of the Markets.

FULL WEIGHT. Oz.	½	¾	1	1½	2	2½	3	4	6	8	10	12	14	16	18	20	22	24
*Swedes Iron Tacks. Cts. per doz. papers	245	265	285	305	325	345	380	440	560	680	800	920	1040	1160	1280	1400	1540	1680
*Tin'd Swedes Iron Tacks. Cts. per doz. papers	---	---	460	470	480	490	500	600	740	920	1100	1280	1460	1640	1820	2000	2200	2400
Gimp and Lace Tacks. Cts. per doz. papers	310	330	350	385	420	455	490	550	670	800	930	1065	1200	1360	1520	1680	1865	2050
Tin'd Gimp and Lace Tacks. Cts. per doz. papers	---	---	525	550	575	600	650	710	850	990	1200	1410	1620	1840	2080	2320	2560	2800
Copper Tacks. Cts. per doz. papers	112	112	112	130	140	160	180	200	252	336	420	504	588	672	756	840	924	1008

HALF WEIGHT. Oz.	½	¾	1	1½	2	2½	3	4	6	8	10	12	14	16	18	20	22	24
*Swedes Iron Tacks. Cts. per doz. papers	---	---	155	165	175	185	200	230	290	350	410	470	530	590	650	710	780	850
*Tin'd Swedes Iron Tacks. Cts. per doz. papers	---	---	240	245	250	255	260	310	380	470	560	650	740	830	920	1010	1110	1210
Gimp and Lace Tacks. Cts. per doz. papers	---	---	185	205	220	240	255	285	345	410	475	545	610	690	770	850	945	1035
Tin'd Gimp and Lace Tacks. Cts. per doz. papers	---	---	275	285	300	310	335	365	435	505	610	715	820	930	1050	1170	1290	1410
American Cut Tacks (including Carpet). Cts. per doz. papers	---	---	95	105	115	125	135	150	180	220	260	300	340	380	420	460	500	540
Tinned American Cut Tacks (including Carpet). Cts. per doz. papers	---	---	170	175	180	185	190	210	250	300	365	430	495	560	625	690	755	820
Hungarian Nails, Am. Iron. Cts. per. doz. papers.	---	---	---	---	---	---	59	75	92	110	125	150	170	185	200	220	---	---

QUARTER WEIGHT. Oz.	½	¾	1	1½	2	2½	3	4	6	8	10	12	14	16	18	20	22	24
American Cut Tacks (including Carpet). Cts. per doz. papers	---	---	60	65	70	75	80	85	100	120	140	160	180	200	220	240	260	280
Tinned American Cut Tacks (including Carpet). Cts. per doz. papers	---	---	90	95	100	105	110	115	135	160	190	225	260	290	325	355	390	420

IN BULK AND IN POUND PAPERS. Oz.	½	¾	1	1½	2	2½	3	4	6	8	10	12	14	16	18	20	22	24
*Swedes Iron Tacks. Cts. per lb	415	370	320	240	185	160	145	130	115	100	95	90	85	80	80	80	80	80
*Tinned Swedes Iron Tacks. Cts. per lb	---	---	585	400	295	240	200	185	155	140	135	130	125	120	120	120	120	120
Gimp and Lace Tacks. Cts. per lb	---	---	400	320	255	220	195	160	140	120	115	110	105	100	100	100	100	100
Tinned Gimp and Lace Tacks. Cts. per lb	---	---	670	480	360	300	245	215	180	160	155	150	145	140	140	140	140	140
Copper and Brass Tacks. Cts. per lb	300	200	150	110	90	80	70	60	56	56	56	56	56	---	---	---	---	---
Copper and Brass Gimp Tacks. Cts. per lb	---	---	200	150	120	110	90	80	76	70	64	62	60	---	---	---	---	---
Leathered Carpet Tacks. Cts. per lb	---	---	---	---	---	---	---	84	67	59	55	50	---	---	---	---	---	---

GOODS SOLD BY LENGTH. INCH.	2/8	2½/8	3/8	3½/8	4/8	4½/8	5/8	5½/8	3/4	7/8	1	1⅛	1¼	1½	1¾	2	2¼	2½
Fishing, Trunk and Clout Nails, in lb. or bulk. Cts. per lb.	---	---	58	48	39	34	32	29	27	24	23	23	23	23	23	23	---	---
Tinned Trunk and Clout Nails, in lb. or bulk. Cts. per lb.	---	---	70	60	50	45	43	40	38	35	34	34	34	34	34	34	---	---
Basket, Cigar Box and Chair Nails, in lb. or bulk. Cts. per lb.	---	---	66	56	46	40	38	35	33	30	28	26	---	---	---	---	---	---
Basket, Cigar Box and Chair Nails, Tinned, in lb. or bulk. Cts. per lb.	---	---	81	71	61	53	49	46	43	41	39	37	---	---	---	---	---	---
Copper and Brass Finishing and Cigar Box Nails. Cts. per lb.	---	---	78	---	68	---	64	64	62	60	58	58	56	---	---	---	---	---
Copper and Brass Trunk and Clout Nails, in lb. or bulk. Cts. per lb.	---	---	60	---	56	---	56	56	56	56	56	56	56	---	---	---	---	---
Common and Patent Brads, half wt., price per doz. Cts. per doz. papers	70	---	84	---	91	---	100	---	115	125	140	160	175	260	315	340	---	---
Common and Patent Brads in lb. or in bulk. Cts. per lb.	175	140	120	---	81	---	67	---	50	42	37	35	34	31	28	25	---	---
Brush Tacks and Nails, in lb. or bulk. Cts. per lb.	---	---	---	---	130	105	90	80	70	60	50	45	---	---	---	---	---	---
" " full wt., price per doz. Cts. per doz. papers	---	---	---	---	390	400	410	415	420	430	440	470	---	---	---	---	---	---
Looking Glass Tacks, in lb. or bulk. Cts. per lb.	120	---	105	---	62	---	55	--	49	43	37	---	---	---	---	---	---	---
" " " full wt., price per doz. Cts. per doz. papers	---	---	---	---	120	---	125	---	150	170	280	---	---	---	---	---	---	---
Picture Frame Points, in lb. or bulk. Cts. per lb.	---	53	---	---	45	---	39	---	34	31	28	---	---	---	---	---	---	---

*All kinds except Gimp, Lace, Brush and Looking Glass.

For ½ lb. papers, where prices are not given add 4c. per pound to List. For ¼ lb. papers, where prices are not given, add 8c. per lb. to List. American Cut and American Carpet have same Bulk List as Swedes Cut and Carpet.

The following net extras are charged for goods in bulk in wooden boxes: 5 lb., 3¼c. per lb.; 10 lb. ½c per lb; and 25 lb., ¼c. per lb.

Carpet Tacks.

OUNCES.	4	6	8	10	12	14	16
Steel Carpet Tacks, 2 oz. papers. Cts. per doz. papers	---	120	120	120	120	120	120
" " " 4 " " " " "	---	220	220	220	220	220	220
Tinned Steel Carpet Tacks, 2 oz. papers. Cts. per doz. papers	---	160	160	160	160	160	60
Tinned Steel Carpet Tacks, 4 oz. papers. Cts. per doz. papers	---	300	300	300	300	300	300
Leathered Carpet Tacks, 100 Count. Cts. per doz. papers	40	44	47	50	54	57	60
Leathered Carpet Tacks, 144 Count. Cts. per doz. papers	50	54	57	60	64	67	74

A cycling firm in Cologne has patented a new bicycle bell, in which is concealed a kind of revolver, which is to serve the double purpose of frightening away vicious dogs and cheeky tramps. By merely pressing a button attached to the side of the bell, ten cartridges can be fired off in succession, these giving such a loud report that obnoxious persons and animals would beat a hasty retreat.

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Review of the Markets.

Hardware: Business starts in with considerable promise. Scarcely a day passes without the announcement of some consolidation of many interests under one controlling organization. This is usually followed by a withdrawal of the prices then current with the largest buyers, and a stiffening of prices along the line soon stimulates the sending of orders that have been held for a while by hesitating hands. The prospects are that changes in quotations will become firmer with every month that passes, for the demand is of a character that indicates a prosperous future.

Wire Nails: At about the time the previous issue of our paper went to press, the Wire Nail situation in Pittsburgh underwent material change, the result of conditions which made an advance of 10 cents a keg immediately available. This movement, strengthening the market so materially, really resulted from the close control obtained by the American Steel & Wire Co. over the wire nail market by their acquisition of additional plants of importance, guaranteeing a regularity to current quotations and giving tone and strength to a market that had been without material change for some time. At the prices now dominant in the Wire Nail market, very large specifications do not seem to prevail; many of the larger buyers in touch with the market having secured fair stocks previous to the advance. Those not being so fortunate are buying with confidence such nails as present business would make desirable without speculative feeling. The market is well sustained at following quotations for this month's deliveries: To jobbers in carload lots $1.45 base f. o. b. Pittsburgh; single carloads, $1.50. New York prices may be quoted as follows: Carload lots on dock, $1.60, smaller lots from store $1.70.

Cut Nails: The strong position which is the present feature of the wire nail market, has had the effect of strengthening the cut nail market to a considerable extent, which has been taken advantage of by the manufacturers, so that in the New York market, quotations may be named as follows: Carload lots on dock, $1.35; smaller lots from store, $1.45.

Smooth Wire: The same conditions governing the strong market on wire nails, namely, the control of the market by the American Steel & Wire Co., has had the effect of advancing the price of smooth wire to $1.30 base, f. o. b., Pittsburg; galvanized, $1.60. Buyers of single carloads are quoted at an advance on these prices of 5 cents, and on less than carloads, 10 cents. It was also determined that when direct shipments are made to jobbers under contract, of less than carload lots, an advance of 2½ cents should be made. As the control of the market is completely in the power of this company, it is natural to anticipate gradually advancing quotations under the prospect of an unusually active demand.

Barb Wire: In sympathy with conditions affecting other markets within the control of the American Steel & Wire Co., the barb wire market is exceptionally strong and with an advancing tendency. Quotations to jobbers of carloads are f. o. b. Pittsburg, $1.55 on painted and $1.90 on galvanized, with an advance of 5 cents on single car load lots. There has been a brisk demand and the prospect for further advances seems probable. New York prices for four point galvanized are as follows: Carload lots on dock, $2. Smaller lots from store, $2.10. Painted 35 cents less.

Shot: Under date of January 10 the Eastern manufacturers announce the following advanced quotations for drop shot:

Drop Shot, sizes smaller than B,	25	lb. bags,	$1.30	per bag;	5	lb. bags,	30c.	per bag
" B and larger sizes,	"	"	1.55	"	"	"	35c.	"
Buck Shot,	"	"	1.55	"	"	"	35c.	"
Chilled Shot,	"	"	1.58	"	"	"	35c.	"
Dust Shot,	"	"	2.00	"	"	"	50c.	"

Terms—Net cash, 30 days, or 2 per cent. discount will be allowed for cash remitted within 10 days of invoice date. Discounts on ton lots as usual.

Tacks, Nails, Brads, etc.: From the new revised price list of tacks, nails, brads, etc., adopted January 15, which we print in full on another page, the following discounts are quoted by the Shelton Company, Derby, Conn.; New York office, Stewart Building, 280 Broadway:

	Per Cent.
American Carpet Tacks, blued and tinned	90 and 40
American Cut Tacks	90 and 25
Swedes Iron Tacks	90 and 40
Upholsterers' Tacks	90 50 and 10
Gimp Tacks	90, 50 and 10
Lace Tacks	85 and 15
Trimmers' Tacks	90 and 33⅓
Looking Glass Tacks	75
Bill Posters' and Railroad Tacks	90 and 50
Hungarian Nails	80 and 25
Common and Patent Brads	75 and 10
Trunk and Clout Nails, blued and tinned	80 and 25

Genuine Lanc. Swedes Iron goods quoted upon application.

Lead Pipe, etc.: On January 19 the following changes were announced on lead pipe, etc., indicating the advancing conditions of the market:

Lead Pipe	6¼ cts. per lb.	Tin-Lined Lead Pipe	12½c. per lb.
Sheet Lead	7¼ " "	Block Tin Pipe	"

Egg Beaters: The Standard Company, No. 29 Haverhill Street, Boston, Mass., quote the following net-quantity prices on their production:

No. 5.	Steel Handle, Dover Egg Beater	$5.25	per gross
" 10.	" " "	5 50	"
" 10.	Cast " " "	5 50	"
" 10n.	Steel " " "	7.50	"
" 15.	Steel Handle Extra Heavy Dover Egg Beater	14.00	"
Rival		12.00	"

Brass Kettles: E. A. Napier, No. 19 Cliff Street, New York, the distributing agent for the "American Brass Kettle Manufacturers," announces the adoption of a new price list, dated January 10, on spun plain brass kettles, which is as follows:

Quarts	2	4	6	8	10	12	16	18	20
Inches	7x4½	8x5	9x6	10x7	11x8	12x9	13x9½	14x10	15x10½
Dozen	$5.13	$7.69	$12.83	$15 39	$17.95	$20.52	$25 65	$29.50	$33.35
Each	.43	.64	1.07	1.28	1.50	1.71	2.14	2 46	2.78
Quarts	24	32	40	48	56		72	100	128
Inches	16x11	17x11½	18x12	19x13	20x14		22x15½	24x17	26x18½
Dozen	$38 47	$46.17	$58.12	$69.74	$92.05		$111 60	$153.42	$192.50
Each	3.21	3.85	4.85	5.81	7 67		9 30	12.78	16.04

This price list is subject to a trade discount of 20 to 25 per cent.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, quote as follows: In lots of less than 5 barrels, 42 cents per gallon; in lots of 5 barrels or more, 41 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw; Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE INDIANAPOLIS TRADE.

Naturally, we are having some trouble in securing the advances which are occurring so rapidly. Some of our good customers intimate to us and call our salesmen's attention to the fact that we probably placed some orders ourselves in anticipation of the advance, and think because of this, we should not charge them the full advance on their needs. We feel the fallacy of their position is this: while they desire to share with us in all advances, we feel quite sure we received no offers of assistance from them during the several years just past, to stand half the declines which have caused the jobbing business to be an unprofitable investment during the period of depression.

The only way we can give them the benefits of all declines promptly, regardless of the quantity of merchandise we have on hand bought at higher prices, is for them to allow us to follow the market in pricing their orders.

VAN CAMP HARDWARE & IRON CO.

THE ST. PAUL TRADE.

The season of 1899 is opening very auspiciously in the Northwest. The weather conditions are all that could be asked for—no great depth of snow, but just enough for comfortable sleighing; clear, crisp, sunshiny days with an atmosphere that furnishes a sufficient tonic so that no other "bracer" is needed.

The early indications of advances in wire and nails, which were later realized by actual advances, induced many dealers to place carload orders, and as they now see that they have "made a good thing" by so doing, they are en-

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couraged to give further advance orders, thus to some extent anticipating their early wants. The salesman meeting with this class of buyers, has his faith and courage reinforced by their confidence, and confidence being something that is contagious, he in turn, imparts his feelings to his less optimistic customers. This means increasing confidence all along the line, and confidence being the groundwork of success—the former well established, the latter is sure to follow.

A year ago we were facing the unsolved problem of what a war with a foreign country would produce. That question is now substantially settled, a wise Providence giving us victories over our opponents, which looked upon from a human standpoint, seems miraculous. Grave responsibilities incident upon these victories now confront us, and good men are differing widely as to how they shall be met. Can we not trust the same Divine Hand to guide us in discharging these duties before us that we believe has controlled in the past?

There are always new questions arising and the one immediately before the business world is, what will be the effect upon business by the formation of the huge combinations, or trusts that have recently been organized, or are now organizing? This is a question that we shall not attempt to answer, and can only await results. One effect is apparent, and is to be deplored and that is that by these combinations a great many good and competent men are thrown out of employment, and will have to seek new fields to occupy. Whatever may happen, we can expect the business world to soon adapt itself to the new conditions. Altogether, we are looking into the future with great hopefulness, believing that the world neither goes backward nor stands still, but that it grows better as the years roll around. C. W. HACKETT HARDWARE CO.

THE CHICAGO TRADE.

We are too busy with a rapidly increasing business to pay much attention to letter writing, but a few words may not be amiss for the purpose of informing you that our customers "know a good thing when they see it," and are taking advantage of present values to stock up heavily for spring trade.

Not since the boom times of '79 and '80 have retailers manifested such a desire to anticipate their wants, especially on all metals, staple goods of all kinds and seasonable articles for spring trade.

Although some advances have been lately made in tin and terne plates, pig tin, copper, solder, copper rivets, nails, wire, tacks, cartridges, loaded shells, screw and strap hinges, galvanized iron, soldering copper, galvanized eave trough, copper wire, painted wire, cloth poultry netting and several minor lines, Hardware is still very cheap, and present prices are not going to interfere with an extremely active spring business. If trade continues through the spring months at the same rate as at the present, there is going to be a scarcity of goods, whether prices are higher or not.

Our company are all well pleased with prospects for the next sixty or ninety days, and are prepared to work night and day, if need be, to keep up with our orders.

WELLS & NELLEGAR CO.

THE BALTIMORE TRADE.

The results of the past year and the prospects of the present, give rise to serious consideration, and as viewed from the standpoint of the Hardware jobber, present conditions of distrust, uncertainty and mystery.

Events of 1898 have been chronicled, will pass into history and are doubtless familiar to all, but we are startled by the rapidly moving current and wonder where we are drifting, and whether our bark will be thrown upon the rock-bound coast of some desolate isle, or guided into the placid waters of a friendly port, which has escaped the mania for consolidating everything, where our goods can be disposed of profitably.

That we, like others who have large contracts placed at old prices, will be temporarily benefited by recent advances, there is no question; but when these stocks are exhausted, and not until then, will we feel justified in replenishing; what will be the situation of the market? Who can foretell? Through the press and our mail we read of many recent consolidations, some little dreamed of, and realize that an element of atmosphere or peculiar planetary attraction is at work on our manufacturers, producing an insatiate desire to get together, or giving them what might in common parlance be termed trust fever, different from la grippe, although just as prevalent and fatal.

The jobber, at present, is on the *qui-vive*, expecting at any moment a telegram announcing an advance on this or that item, and dreading that it may reach him too late to cover his purchases, as his trade demands, on the article affected.

In balancing our books for last year, we are pleased to state that the P. and L. account shows a substantial addition in our favor, and that merchandise sales indicate a 20 per cent. increase over the year 1897. For this we are very thankful. In view of the favorable conditions for marketing present stocks, the active and increasing demand for all lines of goods, the large volume of unfilled orders in the hands of manufacturers, and the healthy condition of the money market, we predict that the last year of the nineteenth century will be a banner one. The rush of business since January 1st has been all that could be desired. Collections are coming in freely and the average profit is good. H. W. WEBB & SONS.

THE CLEVELAND TRADE.

If a merchant expects to be permanently prosperous in a community, he must as one of the people, aid in promoting the best interests of all. He must not aim at an aristocracy, either social or financial, must not lead in extravagance, as it will create a feeling of envy among his customers who are not able to follow him, and beside extravagant expenses by the merchant are likely to result in serious injury as an example.

Every indication of a feeling of superiority is likely to be looked upon as weakness and hinder success. He should not attempt to convert piety into profit, but should aid in all efforts to better the community, and develop a pride of location, help the unfortunate, ignorant and weak.

Organizing a course of lectures, a loan library, classes in literature and history, making the place a good place to live, is a service sure to be appreciated. Others should be made to appear the promoters, if possible, as "In honor preferring one another" works well in practice.

He should avoid all noisy notoriety, waiting for honor to be conferred rather than assumed.

A country store is a centre of influence for good or evil. Those whose patronize it, have a right to expect that it will aid and not injure the ideal of those who visit it, and the position a merchant will hold in the mind of the community, will be largely fixed by the class of men who gather, and the themes discussed in the leisure hours in his place of business. He can prevent what is unmanly and make it useful if he properly appreciates his responsibilities to the community from whom he expects patronage.

No merchant can afford to devote all his time to money making, and whatever his intention, he can ill afford to have this appear to be his motive. Usefulness is more and more becoming the test of popularity. The advances made on goods so far are moderate and indicate that manufacturers are not favoring a boom. Wire and nails are very low in December and must have advanced independent of any combination. Many other goods must also advance, if manufacturers are to pay the wages that Ameri-

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can workmen ought to have to make prosperity universal. Good business and good wages go together—prosperity must extend to the workmen if it is to be permanent. The fruition of our hopes during the years of gloom is fulfilled. We are realizing in our balance sheets and on our order books that we have entered the promised land. If our generosity and good will keep pace with our prosperity, the country is safe.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PHILADELPHIA TRADE.

The jobber's life during the first few weeks of the new year is not altogether an enjoyable one. The rush of stocktaking comes side by side with the visit of salesmen to the city to get posted up for spring trade, while manufacturers are out in force endeavoring to secure early orders.

All of these instances combined make the month of January a very busy one, as far as detail work is concerned, and this year it is more so than usual on account of the many advances which are being reported daily. Not for many years has the market been as firm as in the last few weeks, while advances are coming in on many lines of goods, showing a general disposition to advance prices to more remunerative figures.

It is very noticeable that these advances are not confined to any one line of goods, or even one kind of raw material, but wire, iron, steel, copper, brass, tin, spelter, lead and even cotton are advancing, and most goods made from these materials are much firmer in consequence, and higher prices may reasonably be looked for in the near future.

Owing to the consolidation of the wire nail industries, prices have already advanced heavily and further advances are in sight. Under these circumstances, it is but natural to expect a much more active state of trade, and it is pleasant to report that many of the salesmen who have started out are already reporting a much better feeling in their respective sections, and sending in more liberal orders than have been seen for some time.

While the speculative boom may be deplored, there is every justification for a reaaonable advance in prices, and we think this will probaby be hailed by the trade in general.

BIDDLE HARDWARE CO.

THE DAVENPORT TRADE.

Pools, trusts and combinations; consolidations, concentration and monopoly seem to be the order of the day for manufacturers of Hardware. Is this a good thing? It must be for the stockholders and officers with extravagant salaries. It may be for the owners of factories who have sold out their plants at exorbitant prices, and have received sufficient money to permit them to retire wealthy. It may not be so well for the office assistants and traveling salesmen who are thrown out of positions. It cannot be of any advantage to the operatives whose wages are reduced, or to the consumers who must now pay higher prices. The jobbers cannot be benefited, for there is practically no competition, and the arbitrary prices fixed do not leave enough profit to justify handling goods. Who is to blame? The manufacturers claim they could make no money selling their wares on an open market. Gentlemen's agreements were not always kept; hence consolidations were necessary and justifiable. Changes are not always an improvement; this change may be to the few, but we cannot think it will to the many.

There is much interest just now in the fast mail trains racing. Fortunately we have among other lines the Great Rock Island route, which seems to be in the lead so far.

Our regular annual banquet to the stockholders and employees of this company was given at the St. James Hotel, Saturday evening, January 14th; feasting, short speeches, music and dancing.

If trade continues as good throughout the year of 1899 as it has so far, we promise to close up shop and all go to Paris in 1900. SICKELS, PRESTON & NUTTING CO.

THE PORTLAND TRADE.

The year is opening with very bright prospects, and we can see no reason why the spring trade for 1899 will not be in every way satisfactory.

Prices are firmer all along the line, and as is always the case, the trade buy better on a rising market, we do not see why this year should be any exception to the rule. Certainly we have no fault to find with the outlook. There seems to be a disposition on the part of all dealers to advance their prices as soon as the market will warrant such action, and if possible make good some of the losses they have been obliged to stand while the market was declining.

Maine is having a very prosperous lumbering season, the lumbermen having sufficient snow, without any excess to impede their operations.

Collections are satisfactory, and while the inventories for the past year do not show that the jobbers have made any money, the encouraging outlook is doing much to keep up their courage. THE EMERY-WATERHOUSE CO.

THE BIRMINGHAM TRADE.

The new year starts off well and we are encouraged to look for a record-breaker and a record-maker in 1899. Expansion is the watchword, and it seems inevitable that Uncle Sam will have to change his boundaries, and the commercial world has caught some of the same spirit, and it is expanding, too. In this section we do not expect, as merchants, to send any goods to Cuba, Porto Rico or to Hawaii or the Philippines, but, while others are looking after this, perhaps they will leave us a clearer field at home,

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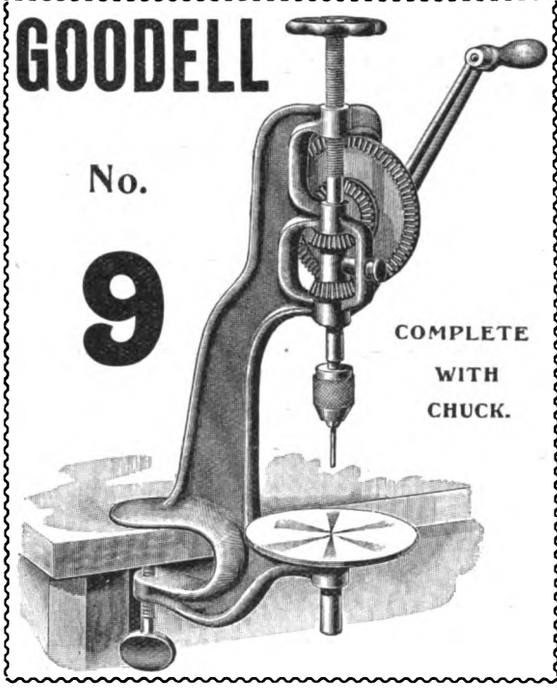
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Every Hardwareman

should have for use in his own store one of these machines.

LIST

$8

Chuck Patented August 13, 1895.
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Three Jawed Chuck 0 to ¾ in. Cut Gears, Two Speeds. . . . Adjustable Table, Solid Iron Frame, 4 in. Feed Run, Drills to center of 6 in. circle, Extreme height from bench, with feed screw raised, 19 in. . . . .

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Goodell Brothers Company,

GREENFIELD, MASS., U. S. A.

and we will look after the expansion going on around us. Our coal mines have had more orders offered them than they can take care of promptly, and still the output is unprecedentedly large and offers encouragement to investors to enter the field and open more mines. Our furnaces sold more pig iron last year than they made, and thus largely reduced stocks on hand. The real estate agents all say that there are no houses to rent and plenty people wanting them, so here is encouragement for those who have money to build more houses, and we are sure some one will take advantage of the opportunity. We are, therefore, encouraged to look for good trade in builders' supplies. The success of the American Steel & Wire Co. in gaining control of the rod and nail market, has resulted in a general advance along this line, and had the effect of strengthening all goods in iron and steel. The spirit of the age tends toward concentrating the manufacturing into a few hands, which invariably results in putting up prices. We presume the final result of such action will be to build more factories and bring in fresh competition and still further strengthen the ability to produce more than is needed, and eventually result in extremely low prices, and we thus fear that the trusts will eventually do more harm than good. There is an unwritten law more powerful than the trusts, that will tend to correct any evils they may produce in their haste to be rich. We will wait and see.

MOORE & HANDLEY HARDWARE CO.

THE PITTSBURG TRADE.

A prominent banker said to the writer lately regarding the consolidating of manufacturing interests which is going forward at such a rapid pace: "Put two weak things together and you have one that seems strong and a stock that sells at a good price; but look out—there will be a day of reckoning."

This consolidation movement has gained such impetus that it bids fair to embrace all the large manufacturing interests of the country, and, while it seems to the owners for their present advantage, a look ahead would indicate trouble. Values at time of the sell-out are, of course, inflated, and plants are old, or at best not up to the very latest improvement.

Many of the brightest and most capable managers of the absorbed concerns are thrown out of employment; capital is so abundant that it is seeking investment in any good business. The consolidated concerns having the market in their own hands for the time being will not resist the temptation to advance prices beyond a fair manufacturing profit. Take these together, viz., idle capital, capable men out of employment, a big profit shown, and new up-to-date factories will arise quickly, fully able to compete with the big concerns.

For the present, times are good and the above croak is probably unwelcome. We can see no reason why the present year should not be the best since 1892. Everything runs to big quantities now, and the jobbing house that is not well equipped to handle two or three times the amount of goods handled in the eighties cannot compete.

All our industries are actively employed, money plenty and confidence of good times ahead universal.

Sales of wire and nails are quite large, and jobbers who are well supplied at prices before the recent advance are dividing with their customers. The talk is of still further advance soon in these goods.

LOGAN-GREGG HARDWARE CO.

Captured War Relics.

The United States Government sold at auction on January 4 a limited number of Mauser rifles and cartridges, captured from the Spanish at Santiago, Cuba. A few of these have come into the possession of Hartley & Graham, No. 315 Broadway, New York, who offer them for sale at the following prices:

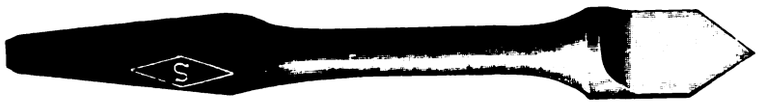
Mauser rifles and carbine (boxed), each $7.50.
Mauser cartridges, per box of fifteen, 75 cents.

A certificate of genuineness, signed by Messrs. Hartley & Graham, will be supplied with each arm. The relic hunters will not let this opportunity go lightly by.

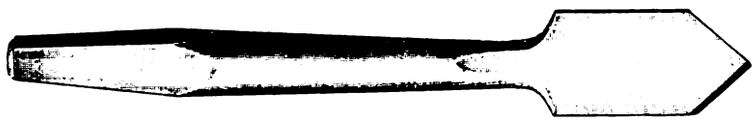
At a recent meeting of the Hardware Merchants' & Manufacturers' Association, of Philadelphia, the following gentlemen were unanimously elected as officers for the coming year: President, James H. Ritter; vice president, Hugh McCaffrey; secretary-treasurer, T. James Fernley.

Among the recent visitors to the Hardware Club of New York was Walter Grose, who represents various Hardware manufactories, at No. 30 St. Dizier Street, Montreal, Can. Among these companies is the Plume & Atwood Mfg. Co., of New York.

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No. 310 FOR METAL.


No. 315 FOR METAL AND WOOD.


No. 320 FOR METAL.

Mayhew's Countersinks

for Wood or Metal.

CATALOGUE ON APPLICATION.

H. H. MAYHEW CO.,

SHELBURNE FALLS, MASS., U. S. A.

New England Notes.

The calm that follows the storm is frequently its precursor; and the generally quiet condition of trade throughout New England, following upon the brisk holiday business, will probably prove the forerunner of still better conditions for the spring and summer demand.

The general advances in prices, and the probability of still further increases, are causing the future to be liberally discounted in the form of orders for future delivery ; but aside from this, trade is reported generally quiet. The labor and worry of stock-taking are about completed ; and with this over, energy is now being directed to the coming spring orders.

Butts & Ordway, Boston, call attention to their 1899 chainless wheel. This is fitted with the Sager gear, for which is claimed all the world's records from a quarter to two miles. This gear is of the roller-pinion variety ; and it is asserted will work as freely from friction when the frame is a quarter of an inch out of alignment, as when perfectly true. Hitherto this firm have been jobbers of wheels ; but this year they are selling their own product. They carry a full line of chain wheels listed from $30 to $50 ; and the chainless listed at $75.

A suggestive sign over the clock in a prominent jobbers' office reads: "We begin business at 8 o'clock." Underneath is a large slate containing the names of all employes with four columns ruled off to the right of them. At the side of the slate is a notice requiring all employes to register the time of their arrival and departure, morning, noon and evening; while another notice sets the lunch hour for each man.

System in all things is the best safeguard against errors; and there is little doubt that the men of this office find this system as satisfactory to them, as it is valuable to their employers.

Dame, Stoddard & Kendall, Boston, call attention to Glidden's Metallic Repair Outfit; of which they are the sole agents. The principle is new; and consists of two metal discs, with screw and socket. The one which is inserted in the tire has a hinged head, which permits its insertion in a much smaller hole than a solid head would allow. The outer disc is then screwed into the other; and by drawing together they effectually form an air-tight plug. The following description is issued by the firm: "This is the smallest, neatest, most compact and practical repair outfit ever offered to the public. It will repair a puncture at once, without the use of cement, and any woman or child can use it. The plug is made of metal with a hinged head, which can be forced into a much smaller opening than one with a stationary head. Two sizes of plugs are furnished with each kit, which will fit ordinary punctures; also a cutter is furnished, to be used when the puncture is too small to admit the plug " F. A. CATON.

Boston, Mass.

Hardware in Malta.

Consul John H. Grout, writing from Malta, says: "American goods are well thought of at Malta; but, unfortunately, the representation is somewhat limited, due to a great extent to a lack of direct communication with the United States. I have had several conversations with the parties referred to, in relation to their procuring American goods for the new buildings, and have explained to them, so far as I have been able, how our flat buildings are constructed and finished and the fittings used.

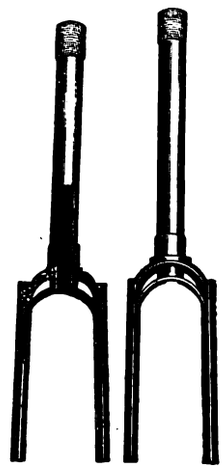
" The result is that they have become interested to such an extent as to request me to procure for them illustrated catalogues and price lists of goods appertaining to the interior fitting up of buildings of the above class, and especially of door locks, hinges, bolts, window fastenings, and house Hardware in general."

He Wants to Go to Porto Rico.

We have received a communication from an active young business man who propounds the following interesting question: "Is there any way for a Hardware man to learn how to obtain information concerning some Hardware firm which will open, at present or in the near future, a branch at Porto Rico?" He wishes to obtain a position in some establishment contemplating business in the Hardware trade in that recent acquisition to American territory. He has had twenty years' experience and can furnish first class references, and builders' Hardware has been his specialty. We take pleasure in presenting his case to the trade of the country, and if a letter addressed to "T. W." is sent us, we will see that the same is placed in his hands.

"A young lady recently married entered a Hardware store at Corning one day last week," says the *Centralia Journal*, "and inquired in a very modest, unsuspecting manner of the accommodating clerk, if they 'had any jack-pots.' The thunderstruck young man promptly replied that they had coffee-pots, tea-pots, etc., but to his certain knowledge there wasn't a jack-pot in the house. As she turned to go away with downcast look, she remarked to the clerk, who escorted her to the door, that she was so much in hopes they kept them because her husband kept talking so much in his sleep about 'jack-pots,' and if she could purchase one for Christmas she knew it would tickle him to death."

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A Distinctly Johnsonian Feature.

THE DOUBLE-ARCH FORK CROWN.

. . . Found only on

Iver Johnson Cycles.

This crown is made from a solid drop-forging and is made with square shoulders and a double-arch—a combination of strength and beauty. . .

IT STANDS THE STRAIN.

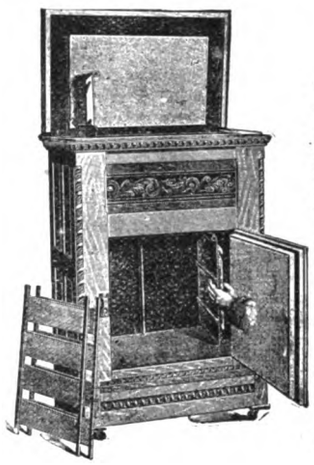
Branches:
NEW YORK, 99 Chambers St.
BOSTON, 408 Washington St.
WORCESTER, 304 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.

BALDWIN'S

are equipped with the latest, best, simplest, and strongest patent removable flue ever put in a refrigerator.

BALDWIN DRY AIR TRADE MARK REFRIGERATOR



BALDWIN'S are handsomely designed, solidly built, brilliantly finished and honest throughout.

125 Beautiful Varieties in Hard Wood and Soft Wood.

Catalogue for 1899 now ready.

BALDWIN REFRIGERATOR CO.,
BURLINGTON, VERMONT.

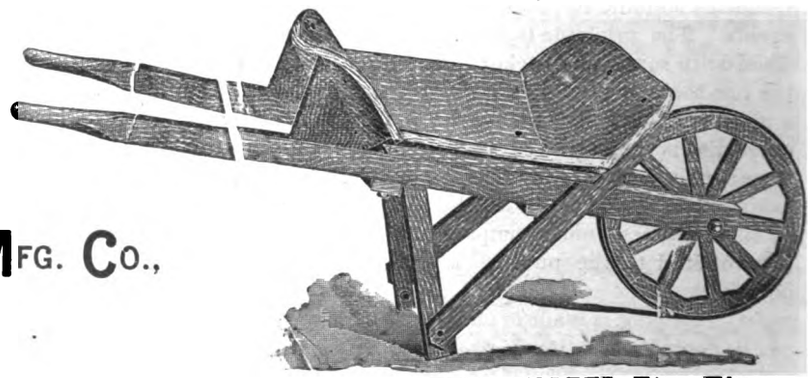
On January 10 Wanamaker's New York store recorded the largest daily sales of Bissell carpet sweepers ever made since these famous sweepers made their appearance upon the market. On that day their sales amounted to one hundred and sixty Bissell sweepers, something phenomenal for goods of this character. The Wanamaker New York and Philadelphia stores make a handsome display of sweepers, and their fittings for their sweeper booths are quite in keeping with the refined trade they cater for.

Jim Jackson—"Whad ails yo'r wife, Abe?"
Abe Johnson—"Ingrowin' nails."
Jim Jackson—"Toe-nails?"
Abe Johnson—"No; shingle-nails. She insisted on fixin' de chicken coop hersaif an' fell off de roof wif her mouf full."—*Judge.*

With the view of lessening the labor for the traveling salesmen of jobbing houses who handle Bissell Carpet Sweepers, the Bissell Carpet Sweeper Co. have gotten up a very neat form of order blank bearing the imprint of the jobbing houses, and which would be very neat indeed for the jobbers' salesmen to carry with them when soliciting orders for Bissell sweepers. These order forms are very compact and addressed to the jobbers direct, and calling for a choice assortment of Bissell carpet sweepers which the Bissell Co. are offering for the spring season of 1899. The Bissell Co. will prepare any quantity of these order blanks on application bearing their imprint that may be requested. We should advise that you communicate with the Grand Rapids office of the Bissell Co. in regard to this matter.

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,
COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

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KICKER'S
for double seaming either wide or narrow guage. If you do much work you cannot afford to be without them. Increase your profits by using up to date tools. I have an interesting price to make any man that wants a set.
L. D. Berger
59 N 2nd St
Philada Pa

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.
STANLEY
RULE & LEVEL CO.
New Britain, Conn.
SOLD BY ALL
Hardware Dealers.

Stanley's Adjustable Circular Plane.



This Plane has a Flexible Steel Face, which can be easily shaped to any required arc, either concave or convex, by turning the Knob on the front of the Plane.
No. 113. Adjustable Circular Plane, 1¾ in. Cutter, $4.00

Sweeper Co. vs. Sweeping Co.

The Bissell Carpet Sweeper Co. have been often addressed under different titles by people writing them for the first time. They very frequently are addressed as the Bissell Carpet Sweeping Co., and "The Hustler" in his usual monthly write-up in the London "*Hardwareman*" makes a slight reference to the difference between a sweeper company and a sweeping company, as per the following article:

"What is the difference between a sweeper company and a sweeping company? This sounds like a conundrum, but is is only what I imagine the compositor said when he was asked why, in a recent advertisement of the Bissell Co. in the pages of the *Hardwareman*, the termination "ing" appeared in place of "er." 'Tis a little thing, orthographically speaking, but so are most typographical errors, and, doubtless, compositors are often at a loss to account for the consternation their slips occasion. A sweeping company might be a very dignified and important concern, and yet I fancy, the "sweeper" company would not think its rose smelled as sweet if called by the other name. At all events as one or two have noticed the slip I thought I might take the opportunity of assuring Hardwaremen that from my latest observations the Bissell Carpet Sweeper Co. still sell sweepers and confine their own sweeping to conclusive demonstrations of sweepers! I have had a glimpse of the new warehouses into which they are soon to move, simply crowded out of No. 47 Wilson Street, and the space they expect to expand into in the new premises is—but more of that anon."

The Hampshire Cycle Co., Northampton, Mass., has gone into voluntary liquidation. A committee, consisting of C. H. Pierce, Prof. Stoddard, of Smith College, and C. E. Herrick, all of Northampton, was appointed to carry this out on a basis best calculated to protect the interests of all concerned; and the plant and good will have been purchased by Charles E. Herrick, who will continue to manufacture the Nonotuck wheel, for which this factory has become noted.

Two-thirds of all the letters which pass through the post-offices of the world are written by and sent to people who speak English. Only one-quarter of these people, it is said, use English as their native tongue. The curious circumstance is explained by reason of the fact that commercial intercourse is largely in English, even among those who do not speak the language as their native tongue.—*The Manufacturer.*

The BEST FOR BICYCLES, GUNS, TYPE-WRITERS ETC.
OILER
IN THE WORLD



Regulates supply of oil to a drop.
DOES NOT LEAK
We make cheaper oilers also, unequalled for PRICE and QUALITY.
Cushman & Denison, 172 9th Ave., N. Y.

TAPS, DIES, SCREW PLATES, REAMERS, Etc., Etc.



Send for Price List.
Wiley & Russell Mfg. Co.
GREENFIELD, MASS.

HARDWARE STORE FOR SALE.

The stock of Hardware and other goods of the Clark Hardware Co., Springfield, Mass., also the fixtures and lease of said store, with the good-will of the business. This is a rare opportunity for buying an established paying business. Sale is imperative, and is made to settle the estate of the late Edward H. Phelps. For particulars address
HAMPDEN LOAN & TRUST CO.,
SPRINGFIELD, MASS.

When you want to buy Strops, write for Shull's Catalogue and Prices.
I Mfg'r. Strops with Merit
"THE ORIGINAL"
ORIGINAL
TRADE MARK REGISTERED
SOLE
"THE DEWEY"
FOR RAZOR USE ONLY

WM. A. SHULL
STROPS
THE WORLD'S STANDARD
PHILA·PA·U·S·A·

Don't let any one deceive you.
Consult and buy ONLY "Shull's."
I Mf'g'r. Strops with Merit
"THE PERFECTION"
M F G R.
"THE SCHLEY"



FOR RAZOR USE ONLY

I DON'T MAKE STRAPS—FIT ONLY FOR TRUNK USE!

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Avonmore, Pa.—Wilson Bros.

Delhi, Ia.—E. R. Stone.

Georgetown, Ohio.—A. G. Markley.

Hamilton, Mich.—Dangremond & Son.

Harrison, N. Y.—Wm. N. Slater.

Lamar, Col.—Lamar Hardware Co.

Little Rock, Ark.—The Van Buren Hardware Co. has been incorporated with the following officers: T. W. Edmonson, president; Fred Britt, vice-president; Fred W. Palmtag, secretary and treasurer. The capital stock is $10,000.

Meridian, Tex.—Finch & Son.

New York, N. Y.—The C. M. Rice Co. has been incorporated; to carry on a general Hardware business. Capital, $15,000. Directors: C. Murray Rice and W. R. Brinckerhoff, New York City; G. D. Boles, Boston, Mass.

Parker, S. D.—Roper & Morgan.

Parkersburg, W. Va.—Louis Payne.

Stockton, Cal.—The Stockton Implement Co. has been formed for wholesale and retail Hardware business. Principal place of business, Stockton. Directors: C. M. Jackson, Frank E. Lane, G. A. Stephens, F. H. Kennedy, L. B. Snyder, Stockton. Capital stock, $25,000; subscribed, $21,000.

Stryker, Ohio.—Beucler & Norzinger.

Changes and Improvements.

Adairville, Ky.—Butt & Boyd have sold their stock of Hardware, etc., to George H. Byars.

Billings, Mont.—Donovan & Spear are increasing their Hardware department extensively, and will hereafter carry a large line of Hardware, wagons and implements. H. S. Williston will have charge of this department.

Blackstone, Va. — The Harris-Dillard Hardware Co. are just completing a very extensive addition to their building, which is now in the shape of an L, running around two other stores, and fronting on two streets.

Cameron, Texas. — Thomas, Boyles & Dobbins, Hardware dealers; S. G. Boyles retires, and the business will be continued under the firm name of Thomas & Dobbins.

Caribou, Me.—A steel ceiling has been placed in W. C. Spaulding's Hardware store, and a hard wood floor will be added in a week or two.

Cincinnati, Ohio.—The National Hardware Co. have leased the big building just next to that occupied by the E. A. Kinsey Co., on Fourth Street, west of Plum, and will occupy the new location in a very short time. The concern will remove from No. 337 Main Street.

East Winsted, Conn.—Joseph L. Carroll, for eleven years the chief clerk in the Hardware store of M. H. Tanner & Co. on North Main Street, has bought the store and taken possession of the establishment.

Evanston, Ill.—Peterson & Lemoi, Hardware dealers, No. 1006 Davis Street, have dissolved partnership. P. A. Lemoi has taken entire control of the business, but his former partner, N. G. Peterson, will remain as an employee.

Groesbeck, Texas.—The firm of Finn, Fowlkes, Williams & Co., Hardware, has been dissolved by mutual agreement, Messrs. Finn and Fowlkes returning to Seymour, whence they came two years ago. The business will be continued by Williams & Pringle on a smaller scale.

Hutto, Texas.—Oats & Christian, Hardware, have consolidated with C. R. Stevens.

Lake City, Iowa.—George Wilbur, Jr., has sold his Hardware store and will move to Gladbrook.

Lockhart, Tex.—The Hardware firm of Bowden & Bowden has been dissolved by mutual consent, Mrs. Mollie Bowden having sold her interest in the business to E. L. Bowden, who is now sole proprietor of the extensive establishment.

Nashville, Mich.—The Hardware firm of Mitchell & Young has undergone a change, and Glenn H. Young is now at the head of the establishment, the firm being Glenn H. Young & Co.

Nichols, N. Y.—C. S. Drake and Henry A. Latham have formed a co-partnership to carry on a general Hardware business, and have leased the store at No. 15 Main Street, formerly occupied by D. J. Smead as a harness shop. This building will be repaired and an addition 16 feet long will be built on the rear. The firm expects to begin business on April 1st next.

North Long Branch, N. J.—Cook & Ketell have branched out into the stove business.

Oneonta, N. Y.—Brown & Ward, Hardware dealers, have dissolved partnership. Mr. Ward retires, and Mr. Brown continues the business.

Omaha, Neb.—The Lee-Clarke-Andreesen Hardware Co. have changed their name to the Lee-Glass-Andreesen Hardware Co.

Oskaloosa, Kan.—Critchfield & Co., Hardware, succeeded by Cochrill & Danner.

Packwood, Iowa. — Cline & Bradfield have sold their Hardware business to Baker & Co.

Punta Gorda, Fla.—The firm of Earnest & Co., dealers in Hardware and groceries, has been dissolved. E. M. Morgan continues the business as sole owner.

Sabetha, Kan.—The old established Hardware firm of Hook & Slosson have dissolved partnership, after thirteen years of business life. A. D. Hook will continue the business at the old stand.

Terre Haute, Ind.—Freitag & Weinhardt, who have been engaged in the plumbing, steam and gas fitting and hot water heating business, have decided to go into Hardware, making builders' Hardware a specialty.

Tunkhannock, Pa.—The Mills Hardware Co. will move to Sayre.

Washington, Iowa.—George Stewart & Co., Hardware, succeeded by George Stewart.

Zanesville, Ohio.—George Gray, of Coshocton, formerly of the firm of Richards & Gray, of this city, has purchased the entire Hardware stock of W. A. Fillmore. Mr. Gray will remove the goods to Coshocton.

Business Embarrassments.

Chicago, Ill.—John Schroeder, dealer in Hardware, paints and oils, at Nos. 4187-4189 Halsted Street, has made an assignment to William K. Pattison.

Quincy, Ill.—John J. Grant, Hardware, has failed. The liabilities and assets unknown.

Ripley, Ohio. — J. Chambers Leggett, Hardware merchant and capitalist, has filed a deed of assignment to L. H. Williams.

Tiffin, Ohio.—Bloom Bros., Hardware, have made an assignment to Rush Abbott. The assets and liabilities are unknown.

Fires in Hardware Stores.

Carthage, N. Y.—John Rogers & Co.'s Hardware store has been destroyed by fire.

Evanston, Ill.—Connor & Arnold's Hardware store has been destroyed by fire. Loss $8000; insurance, $6000.

Galion, Ohio.—Henry Helfrich's Hardware store has been damaged by fire. Loss, $3000; insured.

Granger, Iowa.—Caylor & Fox's Hardware store has been destroyed by fire.

Holliston, Mass.—Adams & Co., Hardware, destroyed by fire; loss, $3000.

Holyoke, Mass.—E. D. Wells & Co., Hardware, damaged by fire and water.

Homestead, Pa.—Baker & Oskin's Hardware store has been destroyed by fire following an explosion. The loss is estimated at $30,000; partially insured.

Itaska, Tex.—J. R. Thompson & Sons' Hardware store has been destroyed by fire.

Jacksonville, Fla — The S. B. Hubbard Co.'s Hardware store has been damaged by fire.

Ortonville, Minn.—Geier & Stark, Hardware, damaged by fire at a loss of $5000; insured for $1000.

Pemberville, Ohio.—Keil & Son's Hardware store has been wrecked by a gasoline explosion.

Port Huron, Mich.—S. L. Boyce & Sons' Hardware store has been damaged by fire.

West Lorne, Ont.—Westcott's Hardware store, damaged by fire.

Burglaries in Hardware Stores.

Cherry Valley, Ill.—T. M. Lee, cutlery.

Dayton, Ohio.—A. Bretch, small loss.

Elkhart, Ind.—Wm. H. Brugger, $25.

Fredericksburg, Ia.—N. J. Douglass, $50.

Glencoe, Minn.—L. P. Albrecht, $15.

Inwood Iowa.—Anderson Bros., revolvers.

Ladonia, Tex —Drake & Miller, pistols.

Lott, Tex.—J. M. Foster, revolvers.

Moline, Ill.—John Koch, $200.

New Waterford, Ohio.—H. M. Little, $500.

Philadelphia, Pa.—McMurray & Co., $50.

Salt Lake, Utah.—Wheelwright Bros., revolvers.

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FALL RIVER WORKS.

E. S. HULBERT & CO.,



ESTABLISHED 1846.

Manufacturers of

CUTLERY OF THE HIGHEST GRADE.

Consisting of full lines used by BUTCHERS, PACKERS, GROCERYMEN, HOTEL "CHEFS," and especially for the HARDWARE, CUTLERY, HOUSE FURNISHING, BUTCHERS' SUPPLY, HOTEL SUPPLY and GROCERS' SUPPLY trade.

BERNARDSTON, MASS. ASK FOR CATALOGUE.

Eclipse CURRY COMBS

WE make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**



MADE OF THE FINEST Cold Rolled Steel and Brass. . . .

NEW YORK STAMPING CO.,

North Eleventh and Berry Streets,

Catalogue on Application. Brooklyn, New York, U. S. A.

TRADE MARK.



GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.

The Original Ring Packing.

In ordering give EXACT diameter of Stuffing Box and Valve Stem.

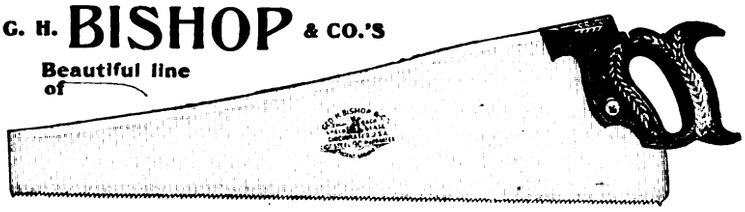
None genuine without this Trade Mark.

THE GOULD PACKING CO.,

A. CHIPMAN, Treas. EAST CAMBRIDGE, MASS.

SAWS

G. H. **BISHOP** & CO.'S Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives,

KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

"BEEN WITH YOU FROM THE BEGINNING."

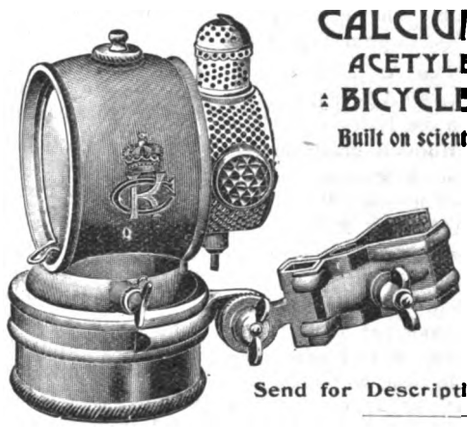
Union Metallic Cartridge Co., New York. [*Ammunition*]: We have been with you as advertisers from the beginning and expect to continue.

"ON OUR AD. LIST AS ONE OF THE BEST."

Troy Nickel Works, Troy, N. Y. [*Alaska Stove Hardware*]: You are on our advertising list as one of the best. We will be glad to keep you in this position.

"FOR YEARS."

Henry Disston & Sons, Philadelphia, Pa. [*Saws, Files, etc.*]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of four years.



CALCIUM KING ACETYLENE GAS BICYCLE LAMP

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,

Waterbury, Conn.

PLANET Dust Beater Made of Leather



SPRING - TIME is HOUSE-CLEANING TIME, and a GOOD TIME to sell **Planet Leather Dust Beaters.**

$110.00 FOR WRITING Four Good Ads.

SPECIAL OFFER TO THE HARDWARE TRADE.

To the Dealer, Department Buyer or Advertising Manager who gets up and inserts the **four best ads.** for **Planet Leather Dust Beaters** we will present the handsome and valuable prizes mentioned below.

1st Prize $50 Gold Watch or Diamond Pin; for lady or gentleman.
2d Prize—$35 Roll Top Desk, Book Case or Standard Make Bicycle.
3d Prize—$15 Revolving Office Chair or Smith & Wesson Revolver.
4th Prize—$10 Webster's International Dictionary.

FULL VALUE GUARANTEED

We have a large assortment of cuts to select from.
Write us for full particulars and price list of Planet Beaters

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Planet Manufacturing Co.,

SPRINGFIELD, MASS., U. S. A.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Camden, N. J.—The Doyle Mfg. Co. has been incorporated by Wm. H. Doyle, Wm. McCoach and John F. Sweeney; to manufacture and trade in plumbing tools, etc. Capital stock, $50,000.

Carnegie, Pa.—The Chartiers Iron & Steel Co. has been incorporated by J. Henry Carnegie, D. A. Carter, Flora J. Kirkpatrick, Jas. L. Kirkpatrick, Susan Leech and Jas. Lippincott; to manufacture iron and steel. Capital stock, $100,000.

Charleston, W. Va. — The Pneumatic Crane Co., of Pittsburg, has been chartered under the laws of West Virginia; for the purpose of manufacturing and selling pneumatic machinery of all kinds and descriptions. Capital stock, $5000. Charles Strong Guthrie, Richard Hoffman, Jr., and others, incorporators.

Chicago, Ill.—The Automatic Machine & Tool Co. has been incorporated by Edward Mikkelson, John Cable and P. Nissen; to manufacture novelties. Capital stock, $3000.

Garwood, N. J.—The A. J. Beckley Co. has been incorporated by Albert J. Beckley, Charles G. Robinson and Halcyon M. Close; to manufacture perforated goods, metals, tools, etc. Capital stock, $50,000.

Granville, N. Y.—The Granville Mfg. Co. has been incorporated by A. E. Velten, B. F. Borden, H. Crowther and others; general Hardware. Capital stock, $25,000.

Grand Rapids, Mich.—The Michigan Iron Works has been incorporated by W. T. Powers, Frank A. Richards, F. C. Powers, Fred W. Powers, C. H. Gleason, A. L. Banks, J. W. Spooner and C. W. G. Everhart; to manufacture and deal in machinery, tools and mill supplies. Capital stock, $50,000.

Kansas City, Mo.—A new manufacturing plant is to be operation in this city as soon as its building, at First and Holmes Streets is finished. This is Warner, Brown & Long, and it will make handles of all kinds for hoes, axes, picks and other farm, garden and household utensils. Oak and hickory will be the principal material used. The firm will manufacture also, singletrees, doubletrees and breast yokes for wagons.

Kittery, Me.—The Davies Refrigerator Co. has been incorporated by F. J. Hutchinson, F. E. Powell, R. J. Davies and T. J. King; to manufacture refrigerators. Capital stock, $5000.

Los Angeles, Cal.—The Percival Iron Co. has been incorporated by J. F. Percival, O. B. Haskell and W. A. Guthrie. Capital stock, $65,000.

Marion, Ind.—The Marion Scale Co. has been incorporated by B. F. Burke, L. P. Halladay and M. M. Burke; to manufacture scales. Capital stock, $20,000.

Meridian, Miss. — The Martin Machine Works has been incorporated by E. J. Martin, R. C. Smith, C. F. Weatherbee, C. C. Kamper, C. M. Hodges, C. M. Rubush and others; for the purpose of operating machine works. Capital stock, $15,000.

New York, N. Y.—The Kelleher Steam Heating Co. has been incorporated by Geo. Lyman, J. H. Wellwood and H. H. Kelleher. Capital stock, $10,000.

New York, N. Y.—The Supreme Stove & Furnace Co. has been incorporated by A. G. Denniston, J. E. Wheeler, C. Warburton; to manufacture stoves, furnaces, etc. Capital stock, $500.

Oshkosh, Wis.—The Davis-Hansen Co., manufacturers of pumps, cylinders, tools, implements and machinery, located just north of the city near the Chicago & Northwestern tracks, is now a corporation. Articles of incorporation have been filed with the register of deeds, with a capital stock of $25,000. The incorporators are: C. W. Davis, H. C. Hansen and B. E. Van Kuren.

Penn Yan, N. Y.—The Penn Yan Basket Co. has been incorporated. Capital, $10,000. Directors: John H. Kenny, Geneva; Edward Lynch and G. S. Sheppard, Penn Yan.

Radford Va.—The Radford Foundry & Machine Works has been incorporated by W. J. Kenderline, J. G. Osborne, W. T. Baxter, M. M. McGhee and Chas. Ross; to manufacture casting and iron work. Capital stock, $5000.

Sacramento, Cal. — The Union Scale & Mfg. Co. has been incorporated by Robert C. McCreary, Frank Smith and others; for the purpose of manufacturing and dealing in devices and machinery of every kind. Capital stock, $100,000.

St. Louis, Mo.—The Rowley Lac, Varnish & Blacking Co. have filed articles of incorporation in the recorder's office. The capital stock is $12,000. W. H. Rowley holds seventy shares; E. A. Jennings, forty, and T. G. Brooks, ten.

Torrington, Conn.—The Union Hardware Co., manufacturers of skates, are to establish a skate factory in Canada, of which Frederick Hoerle, of this city, will be superintendent. A site for the plant has been selected about three miles from Montreal.

Troy, N. Y.—The Gold Coin Stove Co. has been incorporated. The articles name Troy as the head office of the company, and the directors for the first year are: Esek Bussey, Charles W. Macy and Esek Bussey, Jr.

Changes and Improvements.

Batavia, N. Y.—W. L. Colville severed his connections the first of the year with the United States Smokeless Powder Co., having accepted a position with E. I. Du Pont de Nemours & Co., Wilmington, Del., and will represent their smokeless and other powders this year. He will continue to have an office here for the administration of the DuPont Co.'s affairs.

Chillicothe, Mo.—The Dain Mfg. Co., it is reported, will erect new implement plant.

Danbury, Conn.—The T. & B. Tool Co.'s plant is being removed from New Bedford, Mass., where it will be consolidated with the plant of the Morse Twist Drill Co., by which company it has been purchased.

Hamilton, Ont.—The bolt works of the Grand Trunk shops will be moved to Montreal, Canada.

Lynchburg, Va.—George P. Watkins, J. Gordon Payne, H. E. McWan, William Hurt, R. T. Watts, James R. Gilliam and several other Lynchburg capitalists have jointly purchased the Norwich Lock Works, at Roanoke, and may bring the plant to this city and operate it here. This enterprise, which has extensive buildings at West End, a suburban addition to Roanoke, was moved there in boom days from Connecticut, and for a time employed a large number of men.

Providence, R. I.—All the foreign property of the American Screw Co. has been disposed of finally, the Canadian plant at Hamilton, Ont., having been sold quite recently. The plant at Leeds, England, had already been disposed of.

Rock Island, Ill.—The Moline Plow Co., on account of a rush of business, have leased the old Downing foundry on Ninth Street from Morris & Lewis, and will operate it the rest of the season.

Seattle, Wash.—The Union Iron Works has increased capital stock to $60,000.

Toledo, Ohio.—The Lucas Pump Co., of Des Moines, will locate here. It will employ 350 men and $200,000 capital.

Toledo, Ohio.—The Toledo Tinware Co. has increased its capital stock from $50,000 to $150,000. The company will embark in a more extensive business.

Recent Fires.

Cowan, Ind.—The large washing machine factory of W. H. Neff has been almost totally destroyed by fire. The loss will probably reach $10,000, with about $3000 insurance.

Greensburg, Pa.—The Greensburg Nut & Bolt Works, damaged by fire at a loss of $20,000; insured for $8500.

New York, N. Y.—The top floor of the six-story building, Nos. 11 and 13 Hubert Street, occupied by Ginna & Co., manufacturers of tinware, has been destroyed by fire, entailing a loss on the building and its contents which is estimated at $40,000. The origin of the fire is unknown.

Sherbrooke, Quebec.—The main building of the Gardner Tool Works has been destroyed by fire.

Miscellaneous.

Bowling Green, Ohio.—The stockholders of the American Foundry & Machine Co. held a meeting recently and elected the following directors: J. R. Hankey, J. C. Hickox, L. Black, J. H. Whitehead, A. E. Royce, J. O. Troup and J. C. Lincoln. The direcors organized by electing the following officers: President, J. R. Hankey; secretary, J. G. Hickox; treasurer, A. E. Royce.

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THE BANNER

OIL HEATER

....Has been on the market for five years....



SIZE 8.
971 HEATER
COMPLETE.
Height, 27 in.
Wick, 9 in. in
Circumference.

Thousands are in use all over the world.

Light and Portable.

No Ashes, No Dirt.

Less Care Than an Ordinary Lamp.

Large Opening for Filling.

Indicator Showing Amount of Oil in Fount.

Perfect Ratchet Wick-raising Device.

Patent Double Drum, Increasing Radiation More Than Half.

FACTS TALK.

They give satisfaction to others, and will to you If not, we will refund your money....

New York.
Boston.
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Plume & Atwood Mfg. Co.,
FACTORIES.
Waterbury and Thomaston, Conn.

Your customers



B F Design.
A Good Seller.

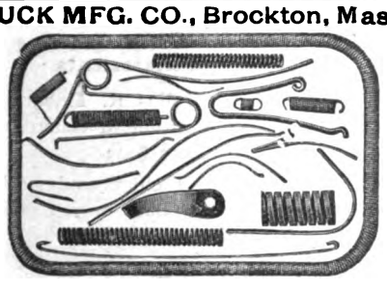
will like this design. It is made of Bronze Metal, finished in Antique Copper, making it very attractive. As the price is low it is sure to be a good seller. Sargent's Artistic Hardware and Easy Spring Locks are in demand everywhere. Are you getting your share of the business?

SARGENT & COMPANY,

New Haven, Conn. New York. Philadelphia. Boston.

TUCK MFG. CO., Brockton, Mass.

Springs, Tools & Cutlery.



Send for Tool Catalogue.

Tempered Springs of all kinds.

A. MUGFORD · DESIGNER
ENGRAVER · ELECTROTYPER
HALF-TONE PHOTO-ZINC ETCHING
and WOOD ENGRAVING
ALL DONE ON THE PREMISES
177 ASYLUM ST. HARTFORD CONN.
NEW YORK OFFICE 120 LIBERTY ST. ROOM 503 BEARD BUILDING

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue of Scythe Stones, Oil Stones, Razor Hones and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.

WANTED

JOB AND SPECIAL LOTS

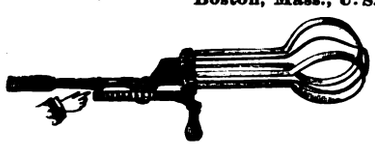
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...SEND FULL PARTICULARS...

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245 BROADWAY, NEW YORK.

EGG BEATERS.

We make the largest line in the world. Send for samples and prices.
STANDARD CO.,
33 Haverhill St.,
Boston, Mass., U. S. A.



WE WANT RESPONSIBLE DEALERS



in every town to sell the Best
HAND CULTIVATOR AND WEEDER.
It's a good puller. Material and workmanship right.
ULRICH MFG. CO.,
No. 64 River St., ROCK FALLS, ILL.

FOR EXPORT.

Hardware, Cutlery, Brass and Wire Goods

WRITE US FOR QUOTATIONS.

Address
Foreign Department.

LOEB & CO.,
19 CLINTON PLACE, NEW YORK.

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BICYCLE TRADE RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Boston, Mass.—The Tin-De-Cycle Rack Co. Principal office, Great Barrington; to deal in bicycle supplies, etc. Authorized capital, $5100. Paid in, $5100. Incorporators: H. L. Wilcox, G. C. Wilcox, G. C. Warner, Great Barrington; P. F. Warner, M. J. Warner, Waterbury, Conn.; D. T. Warner, Salisbury, Conn.

Bridgeport, Pa.—The Bridgeport Tube Works has been incorporated by Amelia Watson, M. Dokenwadel, T. Watson, W. Bebeman, A. T. Meyer, A. A. Meyer and O. I. Meyer, to manufacture iron and steel tubing. Capital stock, $10,000.

Los Angeles, Cal.—The California Bicyclists' Protective Association has been incorporated by A. C. Harper, M. M. Griggs, C. J. George, M. N. George and H. C. Brown, to deal in bicycles, tricycles, etc. capital stock, $10,000.

New York, N. Y.—The Steel Abrasives Co. has been incorporated by J. L. Wills, G. DeMets and C. M. Pielsticker; to manufacture abrasives, rubbers, etc. Capital stock, $50,000.

Omaha, Neb.—The Allen Mfg. Co. has been incorporated by T. G. Northwald, G. C. Allen, G. N. Hypse and E. M. Allen; to manufacture tire valves. Capital stock, $20,000.

Portland, Me.—The Athletic Punching Machine Co. has been incorporated by H. C. Farr, A. C. Chapman, F. M. Page and F. W. Conkling, to manufacture athletic supplies. Capital stock, $150,000.

Rochester, N. Y.—The Non-Puncturable Tire Co. has been incorporated by A. D. Ellis, N. M. Ferguson, K. P. Shedd, E. A. Hinsdale, Jas. S. Tripp and H. O. Shedd. Capital stock, $50,000.

Springfield, Ill.—The National Cycle Skate Co. Principal office, Chicago; to manufacture skates. Authorized capital, $6000. Paid in, $6000. Incorporators: F. M. Williams, F. L. Shepherd and B. C. Nusbaum.

Watertown, W. Va.—The Watertown Rubber Co. has been incorporated by H. N. Wayne, E. Dizabean, G. M. Goddard, A. W. Crossley and L. P. Destribotz; to manufacture and deal in rubber tires. Capital stock, $200,000.

Changes and Improvements.

Bolckow, Mo.—Coffman Bros., Hardware, sporting goods, etc., business purchased by Hartley & Montgomery.

Clio, Iowa.—E. G. Wright, Hardware, sporting goods, etc., succeeded by F. K. McConnell.

East Hartford, Conn.—Fred Sadler, bicycle repairer, moved to South Manchester.

New York, N Y.—Miller & Schnauffer, bicycle supplies, reported to have dissolved partnership. Succeeded by Charles E. Miller.

Erie, Pa.—Roth & Chambers, bicycles, dissolved partnership; business continued by Jacob Roth.

Grand Rapids, Mich.—W. S. Daniels & Co., bicycles, succeeded by Jarvis & Daniels.

Howell, Mich.—Schroeder & Elliott, Hardware, sporting goods, etc., succeeded by Frederick P. Schroeder.

Kalamazoo, Mich.—Rhodes & Co., bicycles, succeeded by Wm. E. Loehr.

Meriden, Conn.—A. M. Shepard, bicycles, succeeded by A. M. Shepard & Co.

Mt. Holly, N. J.—The firm of Horton & Gray has dissolved partnership.

Navasota, Tex.—E. L. Ahrenbeck, Hardware, bicycles, etc., has admitted a partner, and the style of the new firm is Ahrenbeck & Terrell.

New Britain, Conn.—H. S. & H. H. Damon, bicycles, dissolved; succeeded by H. S. Damon.

New York, N.Y.—The United States Battery Co., manufacturers of self-contained electric bicycle, house and carriage lamps, etc., have moved their office from No. 256 West Twenty-third Street, to the Postal Telegraph Building, No. 253 Broadway.

Peoria, Ill.—Peoria Arms Co., F. R. Gadd sold his interest.

Peoria, Ill.—The Peoria Rubber & Mfg. Co., manufacturers of bicycles and bicycle tires, have opened a branch office and salesroom at No. 82 Lake Street.

Philadelphia, Pa.—John Why, Jr. & Bros., bicycles, reported to have dissolved partnership.

Richmond, Va.—Chas. E. Wallace, bicycles, succeeded by Wallace & Williams.

Recent Embarrassments.

Attleboro, Mass.—Julius R. Enborn, bicycle dealer, filed petition in bankruptcy. Liabilities, $2417; assets, $943.

Chicago, Ill.—The factory and stock of the Rex Cycle Co. has been taken possession of by the sheriff.

Recent Fires.

Ebenezer, N. Y.—McKaig-Dorntge Drop Forging Co., destroyed by fire.

Hyde Park, Mass.—Samuel Albee, bicycles, etc., damaged by fire.

Wheel, Md.—The J. C. Hollingsworth Wheel Co., destroyed by fire.

Miscellaneous.

Grand Rapids, Mich.—The Pontiac Wheel Co., a new organization, has elected these officers: President, Dr. A. B. Avery; vice-president, Charles Going; secretary and treasurer, Abe Lull.

The Spoon in History.

The custom of collecting spoons of various dates and designs is one that greatly obtains with curiosity hunters, says the London *Sketch*, and from cobwebby antiquarian to contriving hostess the spoon of authentic pedigree is equally interesting and covetable, in one case for its inherited history, and the other for its added ornamental "value" to the dinner table. Old baptismal spoons are especially treasure trove to the collector, and some relics of ornate Tudor times, which were lately unearthed in a Wiltshire village and sold in King Street, fetched the most extraordinary prices.

It is curious to think that the only instrument our forebears fed themselves with was the spoon—and as entertainers in those days were not required or supposed to provide their guests with such out-of-the-way luxuries, each man brought his own in his pocket.

As soon would a lady or gentleman of quality think of travelling without a spoon case in the days between Henry VIII. and James I. as we moderns would be likely, on railway journeys, to go without watches. All persons, then, received spoons from their godparents, more or less ornate, according to the means of those worthy folk, the most ordinary shape being the Apostle handle; but in old Catholic times various sacred objects and legends were commonly engraved thereon with great elaboration.

It was a Somersetshire squire, one adventure-seeking Tom Coryate, who finally delivered England from being altogether spoon-fed, and gave it over to the enlightenment of forks. This was when James I. was king, and when few of his subjects moved out of their own country for pleasure, "the grand tour" being still unknown, and beyond Channel an undiscoverable land to most true-born Britons.

Master Coryate, a *bon viveur* and lover of sights, did his devoirs of sight-seeing with a thoroughness not always possible of repetition to ears polite. At Cremona he ate frogs, at Heidelberg drank wine from a great cask, at Venice saw for the first time women on the stage. Here he also saw some less orthodox others, whose high-heeled shoes (chopines) especially enthralled the receptive man from Somersetshire.

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"Just Hear Dem Bells!"



NEW CATALOG JUST OUT SHOWS 50 STYLES.

$1.00 Postpaid.

NEW DEPARTURE BELL CO.

BRISTOL, CONN.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

118 Chambers Street,

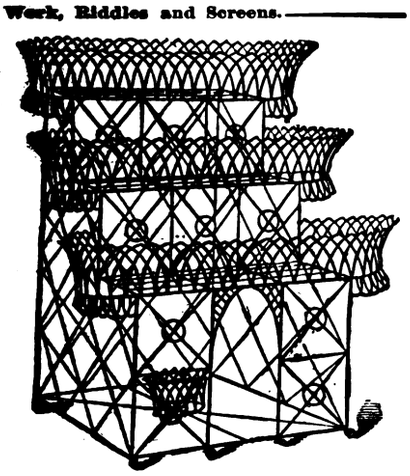
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OF ALL KINDS.

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FLOWER POT STANDS.

ESTEY WIRE WORKS CO.,

65 FULTON ST. NEW YORK.



CARBON (Black Diamond) TOOLS

FOR

Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

THOS. L. DICKINSON,

45 Vesey St., NEW YORK CITY, U. S. A.

BICYCLES FOR '99.

APOLLO, - - $50.00
VESPER, - 35.00
DEVON, - - 25.00

Up-to-date Features.

JUVENILES, $25 00, $27 50 and $30 00.

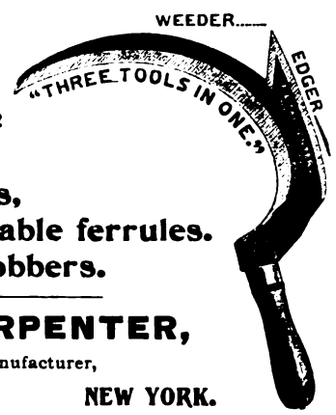
BICYCLE SUNDRIES. *Send for Catalogue and Prices.*

EDW. K. TRYON, JR. & CO., PHILADELPHIA.



The **CARPENTER Grass Hook.**

Oil-tempered blades,
Hard wood handles,
Strong malleable ferrules.
For sale by Hardware Jobbers.

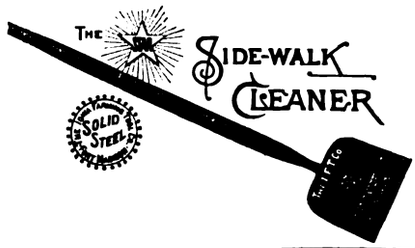


F. E. CARPENTER,

Sole manufacturer,

105 Park Place, NEW YORK.

WALK CLEANING TOOLS.



Best Tools Made For Clearing Snow and Ice.

Walk and Street Scrapers.



MADE ONLY BY

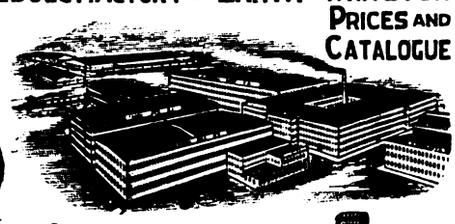
THE IOWA FARMING TOOL CO.,

FORT MADISON, IOWA.

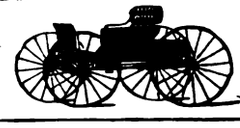
LARGEST AND MOST COMPLETE BUGGY FACTORY ON EARTH

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OUR GOODS ARE THE BEST
OUR PRICE THE LOWEST

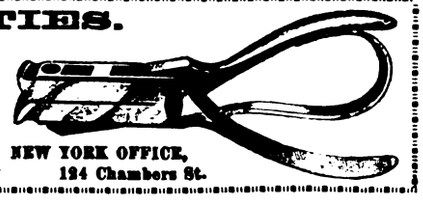


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HOUSE FURNISHING SPECIALTIES.

TACK CLAWS, GIMLETS, KITCHEN CHOPPERS, ICE AWLS, CARPET STRETCHERS, &c.

Send for Illustrated Catalogue.

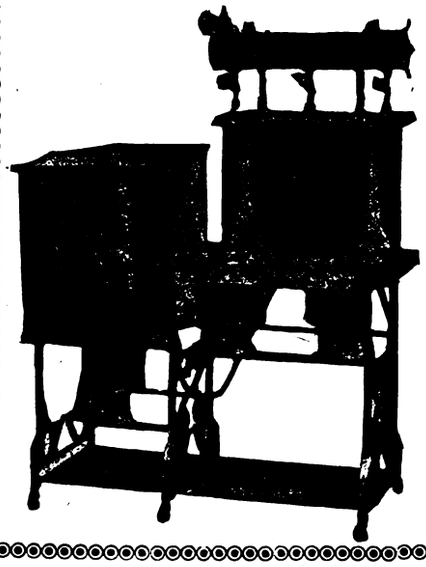


W. W. PRYOR HARDWARE MFG. CO., Newark, N. J.

NEW YORK OFFICE, 124 Chambers St.

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FULLY EQUIPPED FOR 1899.



With a full and complete line of **Gasoline, Vapor and Evaporating Stoves; Blue Flame Oil Wick and Wickless Stoves; and Gas Ranges.**

We call special attention to our new

"CRESCENT" VAPOR STOVE,

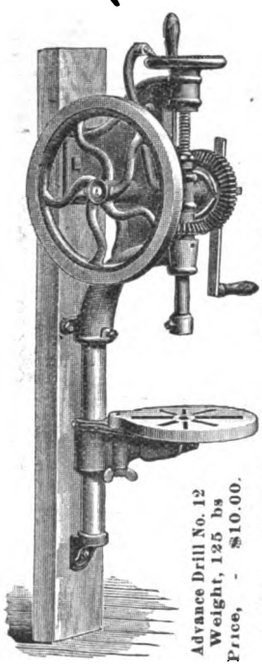
which for durability, simplicity and absolute safety, is unsurpassed; no drip-cup; lights instantaneous; side feed, and removable tank. The stove of the future!

Send for Catalogue and further particulars

The Dangler Stove & Mfg. Co.,

.... CLEVELAND, OHIO.

DRILLS to Drill Holes.



Advance Drill No. 12
Weight, 125 lbs
Price, - $10.00.

$6.00 to $85.00
List Price.

Adapted to use of Blacksmiths, Wagon Makers, Bicycle Repairers and Manufacturers that do Light Drilling. . . . .

3 Sizes Advance Drills HAND OR POWER.
4 Sizes Silver's Drills
19-inch Post Drills
20-inch Base Drills

Lever and Screw Feed. Round or Square Base.

Every Drill made of good material and properly machined and put together.

EVERY DRILL GUARANTEED.

CORRESPONDENCE SOLICITED.

THE SILVER MFG. CO., SALEM, OHIO, U. S. A.

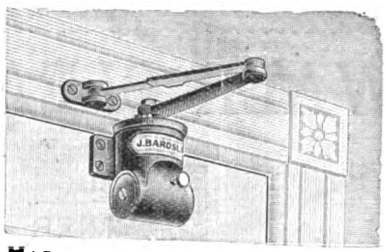


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CHAMPION
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are the only . .
Double Flue
Steel Ranges
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THE "BARDSLEY" Oil Door Check AND Spring

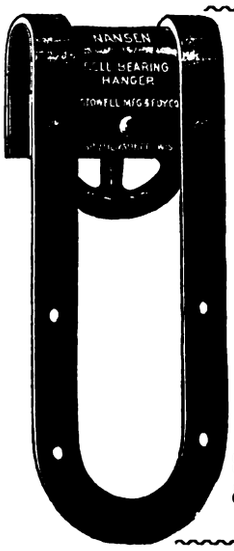


HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size	A,	price each,	$3.50
"	B,	" "	4.00
"	C,	" "	5 00
"	D,	" "	6 00
"	E,	" "	7.00

LIBERAL DISCOUNTS TO THE TRADE.

JOS. BARDSLEY,
147 to 151 Baxter St., NEW YORK CITY.



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,
So. Milwaukee, Wis.

The CENTENNIAL
WATER CUT OFF
FOR CISTERNS.



There are others, but none like or equal to the **Centennial.** It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.

Manufactured only by

COONEY, SEINER & CO.,
17, 19 and 21 E. South St., INDIANAPOLIS, IND.



THE CODLING MFG. CO.,
BRISTOL, CONN.
Manufacturers of . . .
COMPRESSED CORK GRIPS.
LINED OR UNLINED.
All Sizes — With every style of tip.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,
CLEVELAND, OHIO.

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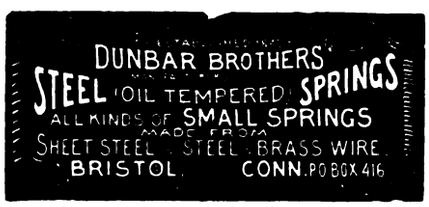
WATERBURY BRASS CO.,
60 Centre St., New York.
. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
OF ALL KINDS.

Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,

EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.



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N. J. CAR SPRING AND RUBBER CO.,
—MANUFACTURERS OF—
HIGH GRADE RUBBER GOODS,
LINEN & COTTON FIRE HOSE,
GARDEN HOSE.



The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

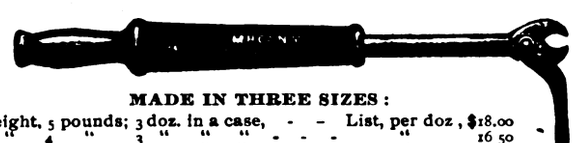
MAIN OFFICE AND WORKS, JERSEY CITY, N. J.
CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.
NEW YORK OFFICE, 10 Barclay Street.

SALEM NAIL COMPANY, 279 PEARL ST., NEW YORK.
MANUFACTURERS AND GALVANIZERS OF
NAILS, TACKS AND SPIKES OF EVERY DESCRIPTION.

Galvanized or Common.			Tinned or Common.	Copper Nails.	Brass Nails.	Yellow Metal.
Cut Nails.	Chisel Point Boat Nails.	Chute Nails.	Wire Slating Nails.	Sheathing Nails.	Wire Slating Nails.	Slating Nails.
Wire Nails.	Boat Rivets.	Anchor Nails.	Cut Slating Nails.	Trunk Nails.	Escutcheon Pins.	Sheathing Nails.
Cut Finishing Nails.	Washers.	Cut Slating Nails.	Wire Roofing Nails.	Clout Nails.		Stem Nails.
Wire Finishing Nails.	Clinch Rings.	Wire Slating Nails.	Cut Roofing Nails.	Shell Boat Nails.	Lead Nails.	Slaters' Tools.
Cut Spikes.	Boat Spikes.	Cut Roofing Nails.		Brads	Slating Nails	Hammers.
Wire Spikes.	Hand Made Boat Spikes.	Wire Roofing Nails.	Copper Nails.	Tacks, oval heads.	Common Nails.	Knives.
Cut Sheathing Nails.	Deck Spikes	Hoop Nails.		Tacks, flat heads.		Rippers.
Cut Clinch Nails.	Swedes Tacks.	Tile Nails.	Common Nails.	Burrs and Rivets.	Zinc Nails.	Bench Stakes.
Bellows Nails.	Hinge Nails.	Cornice Nails.	Finishing Nails.	Slating Nails.		Roof Stakes.
Boat Nails.	Plate Nails.	Iron Pipe.	Boat Nails.	Wire Slating Nails.	Slating Nails.	Composition Spikes.

THE GENUINE "GIANT"
NAIL PULLER AND BOX OPENER

All GENUINE Guaranteed Pullers have the word GIANT on the Handle.



MADE IN THREE SIZES:

No. 1—Weight,	5 pounds;	3 doz. in a case,	- - - List, per doz,	$18.00
No. 1½	" 4 "	3 " " " " - - -	"	16 50
No. 2	" 3 "	1 " " " " - - -	"	15.00

IMITATED BY MANY.
EQUALED BY NONE.

MALTBY HENLEY CO., 20 Warren Street, New York, U. S. A.

REGULAR STANDARD SIZES OF FILES.

[Expressed as nearly as possible without the use of Decimals.]

Length.	Mill-Saw Files.	Flat.	Hand.	Half Round.	Round and Square.	Cabinet Files.	Regular Taper Files.	Slim Taper Files.	Pit Saw Files.	Warding Files.
3 in.	1/32 × 1/16 in.	1/16 × 1/64 in.	1/16 × 3/32 in.	1/16 × 3/32 in.	1/8 in.		1/4 in.	1/16 in.	1/4 × 1/8 in.	3/32 × 3/64 in.
3½ in.							5/16 in.	3/16 in.	5/32 × 3/64 in.	7/64 × 3/64 in.
4 in.	1/16 × 1/64 in.	1/16 × 3/32 in.	1/32 × 1/8 in.	1/16 × 1/8 in.	5/32 in.		3/8 in.	1/4 in.	3/16 × 3/32 in.	1/16 × 1/16 in.
4½ in.							7/16 in.	5/16 in.	7/32 × 1/16 in.	1/32 × 1/16 in.
5 in.	1/32 × 3/32 in.	1/32 × 1/8 in.	1/32 × 1/32 in.	1/32 × 1/32 in.	1/16 in.		1/2 in.	3/8 in.	1/4 × 1/16 in.	1/32 × 1/64 in.
5½ in.							9/16 in.	7/16 in.		1/32 × 1/64 in.
6 in.	1/32 × 1/8 in. scant.	1/32 × 3/32 in.	3/64 × 1/16 in.	1/32 × 1/16 in.	3/64 in.	1/16 × 3/64 in.	5/8 in.	1/2 in.	5/16 × 1/32 in.	1/32 × 3/32 in.
7 in.	1/32 × 1/8 in. full.	1/32 × 1/16 in.	1/64 × 1/64 in.	1/32 × 1/64 in.	1/32 in.	1/32 × 1/32 in.	3/4 in.	5/8 in.	3/8 × 1/32 in.	
8 in.	1/16 × 1/32 in.	1/16 × 1/64 in.	1/64 × 1/32 in.	1/16 × 1/64 in.	1/32 in.	1/32 × 1/64 in.	7/8 in.	3/4 in.	7/16 × 1/32 in.	
9 in.	1/32 × 1/16 in.	1/32 × 1/32 in.	1/64 × 1/64 in.	1/32 × 1/64 in.	1/64 in.	1/64 × 1/64 in.	1 in.	7/8 in.	1/2 × 1/32 in.	
10 in.	1 × 1/16 in.	1 × 1/64 in.	1 1/32 × 1/32 in.	1 × 1/32 in.	1/32 in.	1 1/32 × 1/32 in.				
11 in.	1 3/32 × 1/64 in.	1 3/32 × 1/32 in.	1 1/16 × 1/64 in.	1 3/32 × 1/16 in.	1/16 in.	1 1/16 × 1/64 in.				
12 in.	1 1/16 × 1/32 in.	1 3/16 × 1/64 in.	1 1/32 × 1/16 in.	1 3/16 × 1/32 in.	1/32 in.	1 1/16 × 1/64 in.				
13 in.	1 1/32 × 1/16 in.	1 1/32 × 1/32 in.	1 1/32 × 1/32 in.	1 1/32 × 1/32 in.	1/16 in.					
14 in.	1 1/16 × 1/64 in.	1 1/16 × 1/32 in.	1 1/16 × 1/32 in.	1 1/16 × 1/32 in.	3/64 in.					
15 in.	1 1/16 × 1/32 in.	1 1/16 × 1/32 in.	1 1/32 × 1/32 in.	1 1/16 × 1/16 in.	1/32 in.					
16 in.	1 1/32 × 1/32 in.	1 1/16 × 1/16 in.	1 1/32 × 1/32 in.	1 1/32 × 1/32 in.	3/64 in.					

This Table of Sizes will give consumers, and all persons concerned in the use of Files, a fair idea of the sizes of the full parts of Files most generally used. It will also be found useful to persons who generally want Files of a certain width or thickness, and who may not know the corresponding length of such Files.

Hopkins' "Handy Notes and Queries."

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PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
. . . Manufactured by
Established 1870.
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

BEST INVESTMENT EVER MADE.
Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

GEO. W. NOCK, Manufacturer of
KEYS AND Locksmiths' Supplies,
BICYCLE Supplies. . .
146 No. 4th St., PHILADELPHIA.

ON OUR AD. LIST AS ONE OF THE BEST.
Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

One of the Best Mediums Known.
C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

EACH YEAR RECEIVED BETTER RESULTS.
Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

WANTED—Stenographer; young man experienced in retail Hardware. Salary first year, $60 per month. Address, with letters of reference, Box 5, Durango, Colo.

SALESMAN of experience having an acquaintance with the Hardware and implement trade in States of New York, New Jersey and Pennsylvania, desiring a situation will please address M. S. L., office of HARDWARE, No. 143 Chambers Street, New York.

WANTED—By a large manufacturing establishment, a man to produce new articles for manufacture; line—mechanical Hardware and light machinery. Must be quick to see opening for new article and competent to design it. Train d mechanical engineer preferred. State fully past occupation and pay expected. Address "GOOD CHANCE," care HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

ACTIVE man, 30 years of age, with ten years' experience in office of wholesale Hard-vare house, and five years on road for same house, wants position as office man or salesman. W. H. R., No. 326 West Twentieth Street, New York.

THOROUGH Hardwareman, married, strictly sober; a hustler; with A1 reference, desires position as manager of Hardware and house-furnishing goods store. JOHN T. NUTTALL, No. 222 Dickinson Street; Philadelphia, Pa.

YOUNG MAN (33) would like position with a wholesale Hardware house; 14 years' experience in builders' and shelf Hardware with one firm, both inside and on the road. Address C. P. S., No. 88 Chambers Street, New York.

COMPETENT office man (22), four years' experience, having references, being just mustered out of volunteer army, am without employment, and desire position with chance of advancement. Willing to start on moderate salary. J. A. B, No 9 Orange Street, Charleston, S. C.

MACHINIST and tool-maker, designer of antomatic machinery and special tools, desires position; fifteen years' successful experience. Address "NEW ENGLAND," care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as buyer or manager in wholesale or retail Hardware house. Twenty-six years' experience in the Hardware business. Best of references. Address "COMPETENT," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman; any line; traveling or New York, by a young man with six years' experience in Hardware and electrical business. JOS. P. HITTORFF, No. 117 Chambers Street, New York.

SALESMAN (25), three good references covering eleven years' experience of good class house-furnishing and cabinet ironmongery; one year in West End of London. Address F. C., care HARDWARE, No. 143 Chambers Street, New York.

BUILDERS' Hardware salesman, thoroughly experienced, wishes position with good house, where ability and good habits will be appreciated; am familiar with plans and specifications, and estimating on same, and am competent of taking entire charge of this department. Address D. A. R., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as house or road salesman, 15 years in retail Hardware and stoves, a little in road work; best of references. Address L. B. 84, Castile, N. Y.

A YOUNG man, American (21), steady and of good habits, would like a situation in some good Hardware house; familiar with carpenters' tools; references. Address CARPENTER, No. 318 Thirteenth Street, Brooklyn, N. Y.

POSITION wanted by young man, age 25, seven years' experience in Hardware and cutlery importation; knowledge of French, and capable of acting as salesman or office manager. Address RELIABLE, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—A position by a young man having had ten years' practical experience in Hardware in all its branches. S. M. C., care HARDWARE, No. 143 Chambers Street, New York.

A THOROUGHLY reliable man of good business experience wants any kind of responsible position. Has special knowledge of bicycle trade. CAREY, No. 500 West 166th Street, New York.

PRACTICAL mechanical engineer and foundryman thoroughly conversant with all details of engine, boiler and machinery, steam and water heating and ventilating, brass and iron foundry practice, etc. Good draughtsman. Accurate at figures and estimating, bookkeeping and accounting; capable of handling men; systematic and economical manager. Desires position with foundry or manufacturing concern, January 1, 1899, or sooner. Moderate salary. Good references. Please address E. W. D., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as salesman for manufacturing concern, or position in retail house; well up in specialties, tools and bicycles. Address "HARDWARE," No. 58 Belmont Avenue, Jersey City, N. J.

POSITION wanted by experienced bookkeeper and office man. Eight years with wholesale cutlery house, in charge of books, credits, collections and correspondence. Leaving on account of change in firm. Address T. E. T., No. 69 Pearl Street, Boston, Mass.

COMPETENT office-man (32), ten years' experience, first-class references, desires position, with chance for advancement, with wholesale Hardware house, or manufacturer. Salary to start, $10. "DOUBLE ENTRY," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (30) would like position in a A1 Hardware house, where he can make himself generally useful; is good penman and will go first as stock clerk, second as salesman. References from business houses abroad. Address GERMAN 350, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a position in the Hardware Trade or factory, 20 years' experience as bookkeeper, bill and entry clerk, 12 years with one firm good reference from last employer. Address G. H. JACKSON, 76 Linden Avenue, Jersey City, N. J.

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Situations Wanted.

A GENTLEMAN, age 49, wishes a position as tr veling salesman for some large Hardware house, with good salary or commission; of good address. Box 60, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION by an experienced metal pattern maker, familiar with modern shop practice, and competent to take charge. Address "PATTERN MAKER," No. 447 Norman Street, Bridgeport, Conn.

WANTED by an experienced and capable retail Hardware and farm implement salesman a position by January 1, 1899. I am a good all around man and not afraid to work. West preferred. Address "A. D.," care HARDWARE, No. 143 Chambers Street, New York.

ELECTROPLATER, first-class, after September 18th wants position; do nickel, brass, bronze, gold, silver, in fact, all kinds of plating, and oxydized finishing in the market; was in charge of large concerns. Best recommendations. I set up plants. Am temperate and steady. Address BOX No. 371, Garrettsville, Ohio.

I WOULD like a position where there is a chance to become a salesman. I can furnish best of references and guarantee satisfaction. If interested, address COMPETENT, care HARDWARE. No. 143 Chambers Street, New York.

WANTED a place. Am twenty years old; have had one year's experience at tinners' trade, both inside and outside work. Good references. LOUIE S. DUSTIN, Cerro Gordo, Ill.

THOROUGH Hardware, mill and machinists' supply man desires position as store, city or road salesman. Will go anywhere. Sixteen years' experience. Married. Strictly sober. A1 references. Address "HINGES," care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

WANTED—Position as salesman. Thorough knowledge of builders Hardware. Can estimate from plans, etc. Have a good trade following in New York and vicinity. No objections to the road. Address VULCAN, care HARDWARE No. 143 Chambers Street, New York.

YOUNG man with twelve years' experience in retail Hardware stores, past eight years as buyer and manager, wants situation, either inside, or would arrange with manufacturers to handle lines sold to the Hardware trade, on commission. Address E. M. C., care HARDWARE, No. 143 Chambers Street, New York.

THOROUGH Hardwareman, age 26, a hustler, A1 references, desires position as house or road salesman; road preferred. F. W. M., care HARDWARE, No. 143 Chambers Street, New York.

WANTED by a competent double entry bookkeeper and cashier, with an office experience of twelve years in the Hardware business, is open for engagement with wholesale or retail house, or manufacturing concern; age, 36; married; best of references as to habits, ability, etc. Address P. O. Box 73, Burlingame, Pa.

HARDWAREMAN, of fifteen years' experience, would like position in either wholesale or retail business. Well posted to buy or sell. Would prefer New England. Address C. D. M., care HARDWARE, No. 143 Chambers Street, New York.

POSITION as buyer or manager; seven years' experience as such; well posted in Hardware, paints and oils Am 35 years of age and can furnish best references. Would travel if desired. W. F. D., No. 254 Mt. Pleasant Avenue, Newark, N. J.

Side Line Wanted.

TRAVELING salesman wants good selling line on commission for Hardware, cycle or allied trades. Address F. F., care HARDWARE, No. 143 Chambers Street, New York.

AN A1 salesman wants a few lines of commission goods. Must be A No. 1 goods. Field: Ohio, Michigan, Indiana, Illinois and Kentucky. State commission. Address BOX 323, Thorntown, Ind.

AN experienced commission traveling salesman now successfully handling several A1 lines, would like to add two or three others, providing terms, and goods are all right. Field: Michigan, Indiana and Ohio. Address "BEST TRADE," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

SALESMEN wanted to sell our new patent Toler Liquid Door Check and Spring, on commission as a side line. See advertisement on page 3 of this number of HARDWARE. W. H. QUINN & Co., No. 103 Chambers Street, New York.

SALESMAN wanted, to carry two small staple articles as side line that sell to Hardware trade. Liberal commission. Address W. H. MASON & Co., Leesburg, Ohio.

WANTED—Salesmen calling on willowware, Hardware trade and department stores to sell side line; quick seller and easily handled. FAVORITE MFG. Co., Mt. Elliott Avenue and Wight Street, Detroit, Mich.

WANTED—Salesmen, now on the road, to sell our line of specialties on commission. Sell to Hardware, harness, department and sporting goods trade. State territory, present line and references. IRA F. WHITE & SON, No. 76 Park Place, New York.

WANTED—Salesmen calling on the manufacturing trade to handle our line of high grade lubricating oils, greases and specialties as a side line. Good inducements to right parties. Write for particulars. THE A. F. VOAK OIL Co., Cleveland, Ohio.

SALESMAN, Eastern States; to take staple line of Hardware as side line, on commission; state territory. Address Box 66, care HARDWARE, No. 143 Chambers Street. New York.

STAPLE side line offered to traveling salesman with a good wholesale Southern or Western trade. Address R., No. 113 Miller Street, Newark, N. J.

SALESMAN wanted to sell as side line to Hardware, plumbers and gas fitters Incandescent Gas Mantels; our prices are the lowest, and goods of highest candle power and durability. Big inducements for hustlers. Address W. G. TUCKER Co., No. 555 East 116th Street, New York City.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. Co., Rock Falls, Ill.

For Sale.

A NICE, clean stock of Hardware, located in one of the largest and most thriving towns in New England, is offered for sale on account of the owner's poor health. The business has been established twenty years; is in the best location in the town, and in a thrifty condition. The stock will invoice at about $10,000. To a party with the cash it offers a splendid opportunity. Address A., care HARDWARE, No. 143 Chambers Street, New York.

FOR sale—Patent and right to manufacture a globe pattern toy bank, very secure, novel construction and attractive; a good thing for the right party. Address A. K., No. 57 Rose Street. Newark, N. J.

FOR SALE—A clean, up to-date stock of Hardware, well assorted; good location; cheap rent; in an Indiana gas town of 25,000 inhabitants; plenty of factories and hustle. Will invoice about $5000. No better town in United States. Address H., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

MANUFACTURERS of a good staple article or popular specialty whose prices can meet competition, and who will entertain the subject of representation in New York and vicinity, will find it advantageous to correspond with subscriber, whose firm may prove suitable in experience and repute, and would make arrangement mutually profitable. EDWARD CHARLES, care HARDWARE, No. 143 Chambers Street, New York City.

LIVE man (29) desires to represent manufacturers of small lines and specialties, suitable for the Hardware and house-furnishing trades. New York and vicinity. For particulars, address WM. SMITH, No. 718 Chauncey Street, Brooklyn, N. Y.

Agency Offered.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. Co Cleveland, O., 823 Society for Savings.

European Agency Offered.

GERMAN, with twenty years' experience in Europe and United States, at present established in Eastern city, intends to return to Europe as agent for American manufacturers. Familiar with English, French, German, Italian and Spanish; has good connections in all European countries. First-class references. Answer E. C. W., care HARDWARE, No. 143 Chambers Street, New York.

An Opportunity.

OWING to withdrawal of estate interest in a long-established wholesale and retail Hardware business in one of the best New England cities, a connection is desired with some man of capital capable of taking charge of the financial and bookkeeping department of the business. For particulars, address INTEGRITY, care HARDWARE, No. 143 Chambers Street, New York.

Notice to Manufacturers.

I AM ARRANGING a trip to the Hawaiian Islands, Philippines and, possibly, Japan. I wish to carry, as manufacturers' agent, a number of lines of goods which will be in immediate demand. I have had a business training of wide scope which has fitted me for such work. I am a young man of exemplary habits, and can satisfy the most conservative with references. Should you be interested in this territory, and think I can do you good, I solicit your correspondence. S. D. WHITE, No. 315 Fulton Street, Peoria, Ill.

THE undersigned wishes to correspond with good parties who can do machine work on light malleable castings in quantities. Address JOHN NICHOLSON, Hardware dealer, Belmont, N. Y.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING BELLS.



CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.

ELECTRIC BELLS
—AND—
SUPPLIES FOR HARDWAREMEN.

For Catalogues address Dept. H.W.

PARTRICK, CARTER & WILKINS,
125 South Second St., - - PHILADELPHIA.

The . . .
"ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

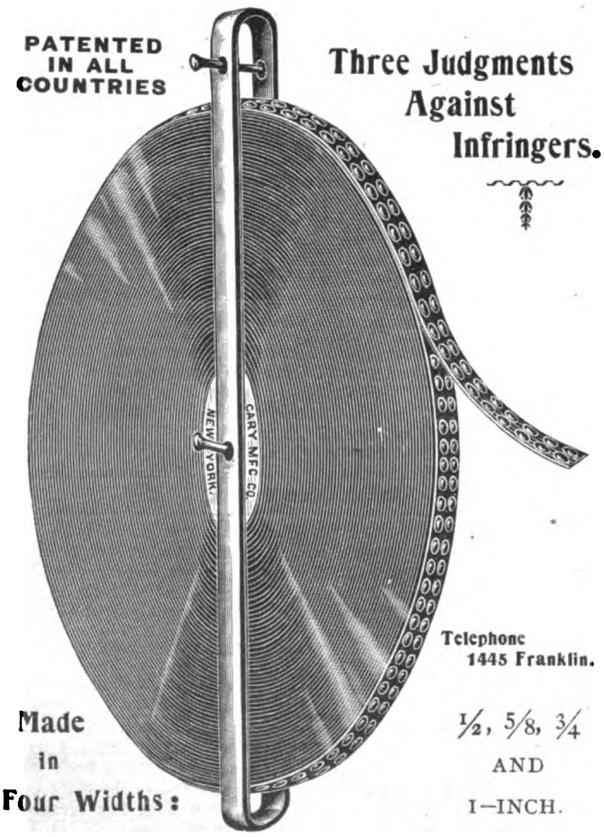
HORSESHOE-H-STUDS (Neuss' Patent)



Always Sharp! No Slipping of the Horse!
No injuries as caused by other Studs!
Great Saving of Horses and Horseshoes!
Price List, with Testimonials, Post Free.
Patentees and Sole Manufacturers.

LEONHARDT & CO.,
SCHOENEBERG-BERLIN, GERMANY

CARY'S UNIVERSAL BOX STRAP.



CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.

Size, Weight, Length and Strength of Iron Wire.

BIRMINGHAM WIRE GAUGE.

Wire Gauge.	Diameter.	Weight of 100 Yards.	Weight of 1 mile.	Length of 1 Bundle.	Length of 1 Cwt.	Direct Strain. Area of Section.	Direct Strain. Breaking Weight.
No.	Inches.	Lbs.	Lbs.	Yards.	Yards.	Sq. in.	Lbs.
5-0	0 546	161 00	2830	39	70	0 163	13070
4-0	0 425	140 00	2460	45	80	0 142	11350
3-0	0 394	120 00	2113	52	93	0 122	9755
2-0	0 363	102 00	1794	62	110	0 103	8280
0	0 331	84 72	1490	74	132	0 086	6880
1	0 300	68 75	1210	91	163	0 071	5650
2	0 280	59 90	1054	105	187	0 062	4930
3	0 260	51 65	909	121	215	0 053	4250
4	0 240	44 00	775	143	255	0 045	3620
5	0 220	37 00	651	170	303	0 038	3040
6	0 200	30 56	538	203	361	0 031	2510
7	0 185	26 15	461	239	428	0 0265	2220
8	0 170	22 10	389	286	509	0 023	1840
9	0 155	18 36	323	342	609	0 0195	1560
10	0 140	14 97	264	420	747	0 016	1280
11	0 125	11 95	211	529	939	0 0125	1000
12	0 110	9 24	163	700	1244	0 010	800
13	0 095	7 05	124	893	1589	0 0071	568
14	0 085	5 51	97	1142	2031	0 0057	456
15	0 075	4 29	76	1468	2608	0 0044	352
16	0 065	3 22	57	1954	3473	0 0033	264
17	0 057	2 48	44	2540	4515	0 0026	208
18	0 050	1 91	34	3150	5600	0 0020	160
19	0 045	1 55	27	4085	7246	0 0016	128
20	0 040	1 22	21	4912	9168	0 0013	104
21	0 035	0 94	17	6416	11980	0 0010	80
22	0 030	0 69	12	8736	16300	0 0007	56

Sizes Expressed in Fractions of an Inch.

15-32 in.—No. 5-0 full	5-16 in.—No. 1 full.	1-8 in —No. 11
7-16 in.—No. 4-0 full	9-32 in.—No. 2	1-10 in —No. 13 full
13-32 in.—No. 3-0 full	1-4 in.—No. 8½	1-12 in —No. 14
3-8 in.—No. 2-0 full	7-32 in.—No. 5	1-16 in.—No. 16
11-32 in.—No. 0 full	3-16 in.—No. 7	1-32 in.—No. 22
	5-32 in.—No. 9	

HOPKINS' "HANDY NOTES AND QUERIES."

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters..... } 40&12½%
Ship Carpenters..... }
Railroad..... }

Ammunition—

CAPS, PERCUSSION—₩ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....35 @ 37c
Musket, Waterproof, 1-10's..45 @ 50c
G. D.....2? @ 26c

CARTRIDGES—
Rim Fire Cartridges.....50&5&2%
Rim Fire Military.....15&2%
Cent. Fire, Pistol and Rifle.25&5&2%
Cent. Fire, Military and Sporting 15&5&2%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75 2%
Blank Cartridges, 32 cal.....$3.50 2%
Primed Shells and Bul'ts...15&5&2%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers, $1.00.....2%
B. L. Caps (for Sturtevant Shells) $ 1.00.....2%
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10&2%
First quality, 14, 16 and 20 gauge $7.50.....20&10&2%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10&2%
Brass Shot Shells, 1st quality..60&2%
Brass Shot Shells, Club, Rival and Climax.....65&2%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 40&10&2½@40&10&5%
"Smokeless" Nitro Powder.... 40&10&10&10%
"Acme," Dense Nitro Powder... 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₩ 1000—
B.E., 11 up.60c..B.E., 9&10...70c } 25%
B.E., 8.....80c..B.E., 7.....80c. } 25%
P.E., 11 up.1.00..P.E., 9&10..$1.25 } 25%
P.E., 8....1.50..P.E., 7.....1.50 } 25%

SHOT—
Drop Shot, sizes smaller than 8, 25-lb bags ₩ bag.....$1.30
Drop Shot, sizes smaller than 8, 5-lb bags, ₩ bag.....$ .30
Drop Shot, 8 and larger sizes, 25-lb bags, ₩ bag.....$1.55
Drop Shot, 8 and larger sizes, 5-lb bags, ₩ bag.....$ .35
Buck Shot, 25-lb bags, ₩ bag....$1.55
Buck Shot, 5-lb bags, ₩ bag....$ .35
Chilled Shot, 25-lb bags, ₩ bag..$1.59
Chilled Shot, 5-lb bags ₩ bag..$ .35
Dust Shot, 25-lb bags, ₩ bag....$2.00
Dust Shot, 5-lb bags, ₩ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking, Nos 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb each..... .25
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 8.00
No. 1, 2, 3, 4 5, in ½ kegs of 12½ lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder, In kegs of 25 lb each..... 4 00
[or 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each..... 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb each..... 1.50
Fourth of July Powder, In kegs of 2 lb each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Sing e Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 1.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.60
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder: Kegs, equal in bulk, to 25 lb Black Powder.....$23.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

Animal Pokes—

R. W. Montrose, Camp's Success.....₩ doz. $3.60
Gallen Safety.....₩ doz. $3.75
Hartman's Pivot.....₩ doz. $4.75
Iowa Farming Tool Co.: Hawkeye.....₩ doz. $3.25
Western.....₩ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₩ doz. pairs. .75
Burton's, No. 2....₩ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₩ doz. pairs. $1.00
Kohler's: Invisible, No. 3.....₩ gro. $6.60
Perfect, No. 2.....₩ gro. $7.00
Bolt Holder, No. 1.....₩ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, ₩ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¼@8¾c
Peter Wright's.....9¾@10¼c
Samson.....8@8¼c
Trenton.....8½@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....75&10@30%
Common Auger Bits.....75&10@30%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.: Double Spur pattern car. No. 30.60%
Nobles Double Spur, No. 32.70&10%
No. 10 Extension Lip....40@40&10%
No. 10 Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@50%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Jennings' Pattern.....70%
Snell's Car Bits.....50&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Adjustable.....25&10%
Cincinnati Standard.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $26.00.....50&10@60%
Ives' Model, ₩ doz. $60....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—
Common.....₩ gro. $3.75@$3.25
Diamond ₩ doz. $1.25.....40&10%
Douglass'.....40&10@50%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@60&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood. 40@40&10%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse.....60&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—
Cleveland.....60&10@70&10&10%
Detroit.....60&10&5@60&10&10%
K. & F. Straight Shank..60&10&10%
Morse Straight Shank..60&10%
New Process.....60&10@70&10&10%
Standard.....60&10@60&10&10%
Syracuse.....60&10@60&10&10%
W. & B Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....30&10@40%
Watrous'.....40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad, ₩ gr.....$3 00@$3.25
H'ld Scratch ₩ gr.....$3.50@$4.00
Pat. Peg ₩ gr.....35@35c
Sewing, Com.....₩ gro., 85c@$1.00
Should. Peg ₩ gr.....$1.35@$1.45
Shouldered Brad. ₩ gr...$1.50@$1.65
Socket Scratch ₩ doz....$1.00@$1.10
Stanley Rule & Level: Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Seats—

Aiken's Awls and Tools: No. 10 ₩ doz. $7.50; No. 20, ₩ doz. $10.....60&10@60&10&5%
Brad Sets: No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $13; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₩ dozen net.
Stanley's Excelsior, No. 1, $7.50 : No. 2, $4.00; No. 3, $5.50.....40&10%

Axes—

First quality, best brands. $5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₩ doz.

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 40&12½@50%
Peck's: Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb: Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....50%
D. Simmons & Co.. Broad.....50&5%
Shingling and Claw.....50&5%
Lath, Hunters' etc.....50&5%

Axle Grease—

Dixons' "Everlasting."
1-lb box..... .15
3-lb box..... .35
10-lb pail.....$1.20
25-lb keg.....$2 75
50-lb keg.....$5.00

Balances—

Chatillon's:
No. 2000 20 30
₩ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 lb. .....₩ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.....80%

Beef Shavers—

Enterprise: Japanned, each, $6.50.....20%
Tinned, each, $7.50.....20%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....50&10%
Western, Sargent's list.....75%

Bellows—

Blacksmith's.....70@70&10%
Hand.....50&5@50&10%
Moulders.....50&5@50&10%

Belting, Rubber—

Boston Belting Co.; "Boston".....50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.: Buckeye.....50&10%
Shield High Grade.....60&10%
War. 3 XL.....40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..$ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 $ doz.....30%
Millers Falls.....15&10%

Bit Holders—

Angular.....40&5@40&10%
Extension:
Barber's, $ doz. $15.00.....45%
Ives' $ doz. $20.60.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..$ doz. $3..33⅓@33⅓&10%
Excelsior..$ doz. $10.00....50&10&5%
North's.....10%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy $ gro. sets.....$5.50
Gorhans Improved Star Tenon $ gro. $1.00.....25%
Merriman's Brass Lever $ gr. $15.00
Merriman's Iron Lever $ gr...$9.00
Millers Falls $ set $1.00.....15&10%
Security Gravity $ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate $ gr.....$9 00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@8⅓%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list.50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@5 &10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common.....75&10@80%
Norway Iron, list Oct. '84..5&10@75&10&5%
Phila., Eagle, list $3.00.85&10@85&15%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96, 80%
Bay State, Fluted.....80%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '83..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....80%

MISCELLANEOUS—

Sink.....80%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....30%

Borers, Bung—

Enterprise.....35%
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring.....20&10@35%
Enterprise, No. 1, $1.25; 2, $1.65; 3, $2.50 each
Ive's.....33⅓&5%

Boring Machines—

Without Augers.

	Upright.	Angular.
Douglass'.....	$2.50	$3.00
Jennings'.....	2.50	3.00
Millers Falls.....		7.50 15&10%
Snell's, Rice's Pat.	2.50	3.75

Bow Pins—

1¼ inch, $ gro.....$4.50@$5.00
Inch, $ gro.....$5.00@$5.50

Boxes, Mail—

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114⅓.....60&10%
No. 208⅓@214⅓.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Brazers—

National Cement & Rubber Mfg. Co: No. ½ High Pressure Brazers.....$34.50
No. 1 High Pressure Brazers.....$42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—

Standard list.....90&20@90&25%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butter and Cheese Triers—

Ordinary Black Handle.....35%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Narrow.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....$ gross $1.75@$1.90
Goodell's Acme.....$ gr. $6.00
No. 5, Iron Handle.$ gr....$2.00@2 25
Sardine Scissors...$ doz. $2.0 @2 25
Sardine Scissors, Forged Steel, $ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2 50.....70&10%
Universal, $ doz. $3.00.....55&5%

Cards—

Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, $ doz.75@80c
Cast Steel, Polished.....$ doz. $2.25
Socket.....$ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Amer. Queen. | Cyco Bearings | $ doz. $27.00
Crystal..... | | $ doz. $36.00
Gold Medal.... | | $ doz. $24.00
Grand..... | | $ doz. $36.00
Grand Rapids. | | $ doz. $22.00
Hall..... | | $ doz. $60.00
Prize..... | | $ doz. $24.00
Premier..... | | $ doz. $34.00
Superior..... | | $ doz. $24.00
Welcome..... | | $ doz $24.00
Crown Jewel, japan finish, $ doz $19.00
Crown Jewel, nickel, $ doz. $31.00
Furniture Protector, Japan.....$ doz. $22.00
Furniture Protector, Nickel.....$ doz. $24.00
"Standard A," Jap...$ doz. $20.00
"Standard A," Nick..$ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....$ doz. $2.00
Child's.....$ doz. $2.50
Little Daisy.....$ doz. $1.50
Little Jewel.....$ doz. $6.00
Little Queen.....$ doz. $3.50
Misses.....$ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," $ doz. net $18.00
"Criterion," $ doz. net.....$16.00
"Popular," $ doz net.....$12.00
"Sovereign," Jap. $ doz. net. $17.00
"Sovereign," Nic. $ doz. net $19.00

Goshen Sweeper Co: New Prices Per Doz.

Goshen's Junior.....$ 9 00
Eureka.....$12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$16 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap.....$18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap....$19.00
Banner, Broom Action, Jap.$20 00
Banner, Broom-Action, Nic.$22.00
Reliable, Broom-Action, Jap.$ 0.00
Reliable, Broom-Action, Nic.$22.00
Rapid Broom Action, Jap..$20.00
Rapid Broom-Action, Nic..$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam Action, Nic.....$24.00
Common Sense, Cam-Aotion, Nic.....$24 00
Our Best, Cam-Action, Nic..$24.00
Majestic Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$25.00
Model, Cam Action, Nic.....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60& 0%
French or Phila.....60@66⅔%
Globe Wheel.....65@65&10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....60&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert's Horse and Cattle:
Jute.....45%
Manilla.....45%
Sisal.....45%
Triumph.....45%

Cements—

National Cement & Rubber Mfg. Co:
¾x4 Tubes High Pressure Rubber Cement.....$ gro. $9.88
¾x4 Tubes High Pressure Liquid Tire Cement.....$ gro $9 88
¾x4 Tubes Pioneer Brand Rubber Cement.....$ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....$ gro. $6.60

Chain—

American Coil, in 1000 pound lots.

8-16	¼	5-16	⅜	7-16	½	⅝	¾
$6.00	4.25	3.25	2.90	2.75	2.65	2.45	2.40

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Saddlery Works:
Breast Chain.....60&20%
Hitching Chain.....60&20%
Rein Chain.....60&20%
Covert Mfg. Co. Chains.....45%
Covert's Halter Chains.....45&5%
Covert's Heel Chains.....45&5%
Galvanized Pump Chain, with Buckets.....50&5&c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70@70&10%
Jack Chain, Brass.....70@70&10%
Onelda Halter Chain.....60@60&10%
Plumbers.....60%
Trace, Wagon and Fancy Chains, New List.....70&5@70&10%

Chain Guards—

Aluminum S. & N. Co.....30%

Cherry Stoners—

Enterprise.....25%
Family.....net $ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
75&10&5%
C. E. Jennings & Co. No 70...35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to 25%
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to 25%
Tanged Firmers'.....40&10@50%

COLD CHISELS—

Good quality, $ lb.....14c@15c
Snell's Best C. S.....50&10%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....60%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50..25%

Clamps—

Adjustable, Cincinnati....15&10@15&10&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati....15&10@15&10&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co..40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....$ doz. $3.00
Star Shank.....$ doz. $3.75
Star Socket.....$ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $8.75...15%

TOILET—

Chicago Flexible Shaft Co.'s:
Mascot.....$ doz. $7.50 net
Monitor.....$ doz. $8.00 net
Stewart Pat.....$ doz $9.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....33⅓%
Waddel's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—

See Chain.

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Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—

Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....30@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—

Kretzinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—

Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—

Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—

Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—

Fitch's, List Nov. 20, '96.....25&10%
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....25@2.c10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Eclipse.....60@50&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—

Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—

Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....33⅓&10%
Torrey's Rod, 30 in. ₩ doz $1.20@1.35
Victor, Coil.....50&10@50&10&5%
Warner's.....55@55&10%

Drawer Pulls—

Sargent's List.....30%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....25%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@75&15&2½%
Ohio Tool Co..75&10&5@75&15&2½%
P. S. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Watrous.....30&10@40%
L. & I. White.....30&5@25%

Drills and Drill Stocks—

Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....30@30&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00: Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—

National Specialty Mfg. Co.....30%

Dust Beaters—

Planet Mfg. Co., No. 1. per doz., $2.75
Planet Mfg. Co., No. 2, per doz., $3.50
Planet Mfg. Co., No. 3, per doz., $4.50

Easy Lawn Swings—

Ulrich Mfg Co.....per doz., $85.00

Egg Beaters—

Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Keystone.....33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.25
Dover, No. 10.....₩ gro. $5.50
Dover, Steel Handle No. 10, ₩ gro.....$7.50
Dover, Extra Heavy, No. 15, ₩ gro.....$14.00

Electrical Supplies—

Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Riser Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60 c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $3.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to No. 54 46 gr.	180 gr.	Flour, FF
Kegs, ₩ lb.	4½c	5c	3c
½ kegs, ₩ lb.	4¾c	5½c	3½c
¼ kegs, ₩ lb.	5c	5¾c	3¾c
10 lb cans, in case	6c	6½c	5½c
10 lb cans, less than 10	10c	10c	8c

Enameline—

No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Enameling Ovens—

National Cement & Rubber Mfg. Co:
No. 2-A High Pressure Double Walled.....$35.22
No. 4-A High Pressure Double Walled.....$49.33
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—

Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—

Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—

See Augers and Bits.

Farriers Knives—

"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—

Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Rose," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand." Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Feed Bags—

Planet Mfg. Co.'s:
Planet Jr.....per doz., $7.50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B.....per doz., $6.00

Files—

DOMESTIC—
American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Disston's superfine.....80%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@30&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—

Seed's Water Filters:
A 1, $4.00; No. 2, $2.50; No. 3, $1.50; No. 4, $1.00 ₩ doz.

Fish Hooks—

Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forks—

Champion, Hay, 4 tines.....75&25%
Champion, Manure.....66⅔@33⅓%
Columbia, Hay.....70&10%
Columbia, Manure.....75&12½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&10%
Victor, Hay.....75&5%
Victor, Manure.....75&15%
Victor Header.....75&5%

Freezers, Ice Cream—

Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.

Enterprise.....30%

Fry Pans—

Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@30%

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse....₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse, ₩ 1,000 ft.$5.20

Gas Burners, Self-Lighting—

Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.35

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Bose, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c.....30&10@70%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ₩ doz $3.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—

Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $2.00
Assorted 2 and 3.....₩ gr. $2.25
Wood head.....50&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—

Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—

Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....35%
Rotary Nutmeg.....₩ gro. $9.00

Griddles—

Cronk's.....70%

Grindstone Fixtures—

Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co.....45&2%
Covert's Saddlery Works: '96 List.....60&20%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—
Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand....50&10%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....30%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz., $1.00
Verree.....50&10@30%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb....₩ lb 40c
3 to 5 lb.....₩ lb 35c } 30@30&10%
Over 5 lb.....₩ lb 30c
Wilkinson's Smiths....9½c@10c₩ lb

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works....60&30%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—

IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..30&10@ 50&10&10%
Door or Thumb

Nos.	0	1	2	3	4
Per doz.	$.90	1.00	1.05	1.25	1.30

60&10@70%

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Drawer Handles.....60%
Ring Handles.....70%
Roggin's Latches.....50&10@60%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....60&10@66⅔%
Japanned, with Nuts.....$1.65
Japanned, with Plate $1.10
Japanned, without Plate.....88c

DOOR PULL—
Bar..... .....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted .....₩ gr. $2.25@2.50
Auger, large.....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 33⅓%.....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Brad Awl .....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted..... ₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane.... ....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion .....45@45&10%

Hangers—

Barn Door, old pattern....60&10@ 60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00.....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door.....50%
Chisholm & Moore Mfg. Co.:
Advance.....60&10%
Cleveland 70%
Moore's Elevator.....40%
Cronk's Roller Bearing, No. 0, $15.00; No 4, $18.00; No. 5, $26.00 75%
Cronk's Steel cov'd Loose Axle. 70%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....50@50&10%
Lanes Barn Door:
Barn Door, Standard.....60&10%
Covered.....60&10%
No. 50.....6 &5%
New Model.....4 &5%
Parlor, Standard.....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ₩ dozen pairs.....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge.....50@50&5%
Stowell Mfg. Co.'s Barn Door
Badger.....60&10%
Climax.....55&5%
Interstate.....60&15%
Magic .....50&10%
Matchless Covered.....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door.....50&10%
Wild West.....5 &5%
Zenith, for Wood Track.....5 &5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....5 &5%
Street Car Door.....50&10%
Terry Ideal.....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered.....60%
Terry's Safety.....60&5%
Terry's Solid.....60&10&10&5%
Terry's Wrought.....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½%
Warner's Pat.....20&10&10%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.1 ₩ doz.....40&10%
Wrought.....85&10&5@90c
Wrought, Stanley.....85&85@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point 50%
Auburn Straw.....40%
Lightning, from jobbers.....$6.00
Wadsworth's.....40&5@40&5&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5%
Rolled Plate..... } 70&10@70&10&5%
Rolled Raised.... }
Plate Hinges "Providence" 6 to 12 in. ₩ lb, 5c. 14 to 36 in. ₩ lb. 4c.
Screw Hook and Strap. { 6 to 12 in., ₩ lb..2½c; 14 to 20 in., ₩ lb..2½c; 22 to 36 in., ₩ lb..2 c

STRAP AND T HINGES—
Light Strap Hinges.75&10&5@75& 10&5&10%
Heavy Strap Hinges.80&10@80& 10 &10%
Light T Hinges.....70@70 &10%
Heavy T Hinges ..75&5@75&10&5%
Extra Heavy T Hinges..80@80 &10%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps.....60&10@60 &10&10%
Crate Hasps.....60&10@60&10&10%
Crate Hinges.....75&10&5%

SPRING HINGES—
Bommer's 40%
Bardsley's Patent Checking.....15%
Chicago. 80%
Champion 60%
Kell's American.....80%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ₩ gro.....$7.50
New Idea, No. 2, ₩ gro.....$18.00
Rex.....₩ gr. $13.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise 55%
Model.....70@70&10&10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double.....70%
Vigilant.....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894.....20%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acme.....80&5%
American.....80%
Columbia, No. 14..... ₩ gro. $8.00
Columbia, No. 18.....₩ gro. $24.00
Crown 80%
Gem 80%
Knoxall.....₩ gro. $9.00
Oxford.....80%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic.....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3.....70@70&10&5%
N. E...₩ doz $7.80.....60@60&10%
N. E. Reversible.....₩ doz $5.60 60@60&10%
N. Y. State..₩ doz $4.20..60@60&10&10 &5%
Shepard's Nos. 1, 2, 3.50&10@60&10 &5%
Western, ₩ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....50&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....30&10%
Nos. 40 and 50.....80%
Huffer.....50&10@50&10&10%
Parker.....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 13, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....80&10%
Buffalo Gravity Locking, Nos. 1, 3 and 5..... 80&10&5%
Champion Gravity Locking, No. 75..... 80&10&10%
1888, Old Pat'n, Nos. 1, 3 and 5, 80&10%
Tip Pattern, Nos. 1, 3 and 5, 80 &10&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103.. .. 80%
Niagara Gravity Locking, Nos 1, 3 and 5..... .....80 &10%
Noiseless, Nos 50, 60, 65 and 55.80%
O. S. Lull & Porter .....80&10&5%
Pioneer, Nos. 060, 45 and 5½..75 &5%
Steam oat Gravity Locking, No. 10.....80&10&5%
Stenger's Noiseless.....75%
Mortise Gravity.....50%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30.....40&10%

Hitching Cords—

Covert Mfg. Co.....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3 75 net
Crescent Double-Bit ₩ doz. $3.75 net
Crucible Cut-Easy..₩ doz. $4.50 net
Cotton .....80&7½%
Dunlap's Boys', Ladies', Toy.....80%
Garden.....80%
Ladies' and Boys'.....80 &5%
Mortar.....75&25%
Iowa Crucible Socket.....75&20%
Magic.....₩ doz $4.00
Mattock Hoe... ....₩ doz. $3.75 net
Planter's.....80&15%
Texas Cut-Easy.....₩ doz. $4.25 net
Warren Hoe.....60&10%
Weeding..... ....75&5%

EYE—
American Axe & Tool Co.....70%
Grub.....75@75&10%
Lane's:
Crescent Planters Pat.....45&5%
Razor Blade, Scovil Pat.....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil.....30@30%

Hog Rings and Ringers—

Hill's:
Rings..... ₩ gr. boxes..$3.00@$3.25
Ringers.....₩ doz. 50@55c
Kohlers, Horse Nail, Ringers, ₩ gro. $9.00
Perfect Rings.....₩ gro. $7.00@$7.50
Perfect Ringers.....₩ doz. 80c

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Peerless Enameled-Ware...70&10%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....50&10%
White-Ware.....25&10%

STOVE HOLLOW-WARE:—
Ground .....60&10&10@70%
Unground.....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....62½@65%
Maslin Kettles,....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds.....75&15%
Ma ure.....50&50&1 %
Iowa F. T. Co.'s Clam.....70&10%

BUSH—
Jennings & Griffin's.....40&10%
Light ₩ doz. $5.00; Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....80&10%
Chandelier.....70%
Clothes Line, Sargent's list...5 &10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....50@50&10%
Lamp.....55%
Picture.....75%
Screw Hat..... ...70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....₩ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works.....80%
Hammock Hooks, E. C. Stearns, ₩ doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....33⅓%

WIRE—
Atlas Coat and Hat.....50@50&10%
Belt.....30&10%
Handy Coat and Hat.....70%
Steady Ceiling.....70%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....70%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works: Self-Locking Gate and Door Hooks.....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....70&10%
Hooks and Eyes—Mal. Iron.....75%
Cotton, Box and Hay.....60%

Horse Clippers—

See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10
A. C.....	25c	23c	22c	21c	21c.

40&10%
American, all sizes, 9½@10c.....net
Ausable.....26c 26c 25c 24c 23c. 40&10&10&5%
Anchor.....23c 21c 20c 19c 18c.....40%
C. B. K.....25c 23c 22c 21c. 21c 40%
Capewell...19c 18c 17c 16c 15c..10&5%
Champlain..25c 23c 25c 24c 23c 40&5&5%
Clinton Fin.19c 17c 15c 15c 14c. 30&10&5%
Essex.....26c 25c 25c 24c 23c. 40&10@50%
Lyra....9½c 9½c 9½c 9½c 9½c., net
Maud S.....25c 23c 22c 21c. 21c 50&10&5%
Northw't'n.25c 25c 23c 21c 20c. 25@25&5%
Putnam.....23c 21c 20c 19c 18c....25%
Snowden, 9½c 9½c 9½c 9½c 9½c., net
Vulcan.....23c 21c 20c 19c 18c.....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobb'a..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, ₩ set, $1.50
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.00
Perkins Improved Snow..... ₩ lb 4c
W. & B. Rubber Pad....₩ set. $2.50

MULE—
Add 50c ₩ keg to above prices.

Horse Ties—

Covert Mfg. Co.....45%

Hose, Rubber—

Boston Belting Co.:
"Boston".....80&10&5%
"Imperial".....50&5%
Competition.....75@75&10%
Extra.....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard .....70&10@70&10&5%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....₩ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....₩ doz. $12 00
Ice Crusher, No 3, ₩ doz. $3.00
Ice Crusher, No. 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $9.00
Ice Tools.....₩ doz. $4.00
Sargent's Ice Awls.....
Snell's.....50%
Star.....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, ₩ doz. $6.00..25%
No. 34.....₩ doz. $15.00.25%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain.....18@30%
Spun Brass, plated inside with White Metal.....10@15%

Knives—

Ames':
Bread Knives.₩ doz. $1.50...20@25%
Butcher Knives.....25@25&10%
Shoe Knives.....25@30%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Br'd Knives 40%
Foster Bros.' Butcher, &c.....40%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr.....$1.25@$1.50
Carriage, Jap.....₩ gro. 80c, 60&10%
Door Knobs, Hemacite.....50&10%
Door Mineral.....₩ doz. 65@85c
Door Por. Jap'd.....₩ doz. 65@70c
Door Por. Nickel...₩ doz. $1.70@$1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....50&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '98. 40%

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Latches—

Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—

Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A., (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:

12 in.	14 in.	16 in.
$4 00	$5.25	$6.50 each net

Pennsylvania....60&10%
Racine:

14 in.	16 in.	18 in.	20 in.
$15.0	$17.00	$19.00	$21.00 each. 60%

Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—

Enterprise....25%
Gibbs' Arc....₩ doz. $10.00
Gibbs' Hustler....₩ doz. $5.00
Philadelphia Lawn Mower Co.

Philadelphia Lawn Sprinkler:	No. 1.	No. 2.	No. 3.
₩ doz.	$12.00	$15.00	$24.00..35%

Lead Pipe, &c.—

Lead Pipe, full lengths....₩ ℔ 6¼c
Lead Pipe, Tin Lined....₩ ℔ 12½c
Block Tin Pipe....₩ ℔ 23c
Sheet Lead, full rolls....₩ ℔ 7¼c
Quantity discount 20%

Lemon Squeezers—

Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.85 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.00
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant....60@50&5%
Porc. Lined, Iron....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 30&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon....35&10%
Iron Bench, new design....35&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's 50%
Cotton Chalk, 20 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 6....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro....35@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $3.25; No. 19, $3.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.—

Branford Lock Co....net prices
Champion Night Latches....40%
Norwalk Lock Co....60&10%
Plate....33⅓%
R. & E. Mfg. Co....60&10@70%
Reading Hdw. Co....60@60&10%
Sargent & Co....60&10@60&10&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch....35&5%
All other Night Latches....40%
Yale....net prices

CABINET—

Eagle Lock Co....45%
Yale....45&5%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Champion....40%
Eagle....40%
Scandinavian....90&40%
Smith & Egge Bicycle....50%
Wrought Iron....75&10@30%
Yale Lock Co....net prices

TRUNK—

Corbin's....35%
Eagle....35%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—

Cronk's Garden....33⅓%
Regular list....70@10@5%

Meat Cutters—

American....30%

Nos.	1	2	3	4	B	5
Each.	$5	$7	$10	$25	$50	$60

Dixon's....₩ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise....35%

Nos.	10	12	22	42
Each	$3	$3.50	$4	$6	$15

Hales Pattern ₩ doz....70@70&5%

Nos.	11	13	15
	$27	$33	$45

Home No. 1..₩ doz $36....60%
Little Giant....50&10%

Nos.	305	310	312	320	322
	$35	$43	$44	$72	$68

Miles' Challenge ₩ doz....45@45&10%

Nos.	1	2	3
	$23	$30	$40

Woodruff's ₩ doz....33⅓%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise)....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $30.00

Meat Juice Extractors—

Enterprise....25%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ ℔..25c
No Name....₩ ℔..15c
Mystic....₩ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat....₩ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—

Matchless (Canton, O.), ₩ doz. $12.00

Motors—

COFFEE MILL—

Specialty Novelty Co....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.

Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896....87½&10%

PICTURE—

Brass Head. Combination list, 50& 10%
Brass Head. Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze....10%
China....35%
Fire Gilt....10%
Plain....40%

Nail Pullers—

Black Hawk, per doz....$9.00
Eclipse....₩ doz. $18.00, 25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....₩ doz $18.00, 20%
National....₩ doz. $24 00, 40%
Pelican....₩ doz $9.00, 40@40&10%
Scranton No. 2....₩ doz. $10.00
Scranton No. 3....₩ doz. $9.00

Nail Sets—

Buck Bros....27½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon....₩ gro. $4.00@$4.75
Round, assorted....₩ gr. $3.00@3.25
Square....₩ gr. $4.00@$4.25
Snell's, Knurled....50&10%

Nippers—

Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—

Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 20%
Turner & Seymour Mfg. Co....50%

Nuts—

Cold Punched, Square, off list. $5 90
Hex, off list....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list....$7.20

Oilers—

Brass and Copper..50&10@50&10&5%
Cushman & Denison's:
Gem....₩ doz. .50
Leader....₩ doz. .60
Perfect Oilers....₩ doz. $1.50
Star Pocket Oilers....₩ doz. .75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable. Hammers, New Style, 10&5@2%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White. ₩ ℔....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ₩ ℔....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₩ ℔:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ ℔....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:

8x2,	₩ doz.	$12.00
7x7,	"	11 00
6x2,	"	10.00
5x2,	"	9.00
4x1¼,	"	7.00
3½x1	"	5.50

Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1¼, ₩ ℔....24
" 2x2x½, extra selected..40
Discount 33⅓%.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston"....60&5%
"Excelsior" Self-Vulcanising, Pure per ℔ 70c....3¼&5%
Extra....60&5@60&10&5%
Standard, Fair Quality..70&10@75%

MISCELLANEOUS—

American Packing....9c@10c ₩ ℔
Cotton Packing....13c@14c ₩ ℔
Italian Packing....11c@12c ₩ ℔
Jute....5¼c@ 14c ₩ ℔
Russian Packing...12½c@16½c ₩ ℔

Padlocks—

See Locks.

Parers—

APPLE—

Advance....₩ doz $4.50
Baldwin....₩ doz 5.00
Bonanza....each 5.00
Dandy....each 7.50
Eureka, 1893....each 16.00
Family Bay State....₩ doz 12.00
Improved Bay State. ₩ ds..$27@30.00
Little Star....₩ doz 4.00
New Lightning....₩ doz 5.50
Penn....₩ doz 8.75
Perfection....₩ doz 4.00
Reading, 78....₩ doz 4.00
Reading, 78....₩ doz 7.00
Scott's Pat. Rotary. ₩ doz $15.00, 20%
Turntable, Old Style....₩ doz 4.50
Turntable, 1898....₩ doz 5.00
White Mountain....₩ doz 4.00

POTATO—

Saratoga....₩ doz 5.50
White Mountain....₩ doz $4.50

Pencils—

Dixon's:
Carpenters'....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead....₩ gro. 4.00@7.50
Lead....₩ gro. 2 18@4.38
Lumber....₩ gro. 6.37
Mascot, Hexagon....₩ gro. 4.75
Mascot, Round....₩ gro. 3.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....70&10@75%

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10@5%
Bench, First Quality....50@50&10%
Bench, Second Quality....60%
C. E. Jennings & Co....50&10%
Molding....40&10%

IRON PLANES—

Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron....5 &10%
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10@50&10&10%
Miscellaneous...25&10@ 5&10&10%
Steer's Iron Planes..50&10@50&10&5

PLANE IRONS—

Auburn "Thistle"....
Ohio....
Sandusky....
} 30&10@40%
Buck Bros....30%
Butcher's....$5.00@$5.25 to 5
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & L. J. White....30&5@25%

Pliers and Nippers—

Button's....70%
Carew's Pat. Wire Cutters....25%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ₩ doz $12.00...25%
Flat and Round Nose,....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat Pliers....50%
Wire Cutter and Bender....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $12 50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co. 50@50 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6% dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Pocket Levels....70&10@75%
Stanley's....70&10@70 &10&10%
Stanley's Duplex....25&10&10%
Wood's Extension Sight....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's....35%

Polish, Metal—

Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—

Dixon's Plumbago....₩ ℔ 8c
Joseph Dixon's....₩ gro $5.75, 10%
Gem....₩ gro $4.50, 10%

Poppers, Corn—

Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00
2 qt., ₩ doz. $1.15; ₩ gr. $12.00
} 10@ 15%
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00....33⅓%

Post Hole Diggers—

Dalston's....25%
Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No 25....₩ doz $10.00
Invincible, No. 6....₩ doz. $ 9.00
Pioneer, No. 714....₩ doz. $ .50
Lock Lever, No 20...₩ doz. $12.00
Universal, No 49....₩ doz. $ 2.00
New Champion, No. 37 ₩ doz. $ 6.50
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's....₩ doz., $20.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₩ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₩ doz $13.00, 25@25&10%
Disston's Pruning Hook.....₩ doz $13.00, 25@25&10%
Henry's Pruning Shears ₩ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 45.....₩ doz. $3 50
American No. 33.....₩ doz. $3.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. ₩ doz.....$3.50@3.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & C. Co.'s Combination.....₩ doz $13.00, 35&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10 & 10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&6%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₩ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades..65&10@70&10%
Pitcher Spout, Best grades75&10@80%
Pitcher Spout, Cheaper goods. 80&5@80&10%
F. E. Myers & Bro.:
No. 1 Fig. 338, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 338, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14. Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.0
No. 33, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 333, 3½ in. Shallow Well Pump.....$17.00
No. 70. Fig. 333, 3½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.0
No. 102, Fig. 448, 3 in. Lift Pump.....$10.0
No. 103, Fig. 448, 3½ in. Lift Pump.....$12.0
No. 128, Fig. 510, 3 in. Lift Pump.....$7.0
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 235, Fig. 339, Windmill Pump.....$12.50
No. 260, Fig. 403, Windmill Pump.....$13.50
No. 265, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 488, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₩ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₩ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&5%

Rail—

Barn Door, Light, In. ½ ⅝ ¾
Per 100 feet.....$1.40 1.85 2.60
Barn Door, "None Better" No. 1, ₩ foot.....3½c
Barn Door, "None Better" No. 2, ₩ foot.....3¼c

B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet..	$1.60	2.00	2.50

Carrier Steel Rail, ₩ foot.....4½c
Cronk's:
O. N. T. Style.....₩ foot, 2 c
Competition.....₩ foot, 2½c
Double Braced.....₩ foot, 2¾c
Lanes' O. N. T.....₩ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₩ ft. 6½c
Sliding Door, Iron, Painted....₩ ft 3c
Sliding Door, Wr't Brass, 1½ n. ₩ ₩, 35c.....30&10@40&5%
Terry's Steel Rail, ₩ foot.....3½c
Victor Track Rail, 7c ₩ foot, 60&10&3½%

Rakes—

Cronk's:
Wrist Steel Garden.....70%
Wrist Steel Lawn.....70%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₩ doz. $4.00
Boss, Garden, 14 teeth, net ₩ doz. $2.60
Boss, Garden, 18 teeth, net ₩ doz. $2.75
Canton Lawn Rake...₩ doz. $3.50
Crown Lawn, No. 1....₩ doz. $3.50
Hustler, No. 0.....₩ doz. $3.20
Lawn Rake.....₩ doz. $4.75
Kohler's:
Lawn Queen, net ₩ doz. $3 2 @$3 15
Lawn Queen, Impr'd, net ₩ doz. $3.3 @$3.50
Jumbo.....net ₩ doz. $7.0 @$9.00
Paragon....net ₩ doz. $3.85@$3 00
Malleable..... 75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank 70&5 6⅔ & 10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓%

Rasps, Horse—

New Nicholson Horse Rasp..70&10%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—
New list, 1897:
Black Japanned.....40&10%
White Japanned.....30&10%
Bronze-plate.....40%
Nickel plated.....40&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....5(@70&10%
Hose with burrs.....5(@50&10%
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....80%
Thousand, in bulk.....80&5%
Thousand, in papers.....80&5%
Coopers, in bulk.....80%
Block, and Carriage, in papers.80%
Hame.....80%
Belt with burrs, tinned or copered.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay.....70%
Screw Stay.....50%

Rope—

Cotton Rope, Best, ¼ in. and larger.....₩ ℔ 13 @14c
Medium, ¼ in. and larger.....₩ ℔ 10 @12c
Common, ¼ in. and larger.....₩ ℔ 8½@10c
Jute Rope.....₩ ℔ 5½@ 6c
Manila:
7-16 in. and larger.....₩ ℔ 8 c
⅜ in.....₩ ℔ 8½c
¼ and 5-16 in.....₩ ℔ 9 c
Hay Rope, Med.....₩ ℔ 8 c
Sisal, ½ in.....₩ ℔ 7½c
¼ and 5-16 in.....₩ ℔ 7½c
7-16 in. & larger.....₩ ℔ 8½c
Med. L'th Y'rn.....₩ ℔ 6¾c
Hay Rope.....₩ ℔ 7¼c

Rules—

Athol, Steel.....33⅓%
Boxwood.....80&10&10&10%
Ivory.....40&10@40&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—

Chinese Laundry.....₩ ℔ 4@4½c
Chinese Sad.....3¼@3½c
Crown, Polished.....₩ doz $6.50
Crown, Nickel.....₩ doz. $7.00
Common 4 to 10.....₩ ℔ 2¼@2¼c

COLD HANDLED—
Enterprise Mfg. Co. of Pa.:
No. E 50, nickel plated, size 1, 2 or 3, with "best" handles, ₩ doz.....$6.50
No. E 50, nickel plated, size 1, 2 or 3 without handles, ₩ doz.$4.00
No. E 55, plain polished, size 1, 2 or 3, with "best" handles, ₩ doz.....$6.00
No E 55 plain polished, size 1, 2 or 3 without handles, ₩ doz.$3.50
No E 60, nickel-plated, size 1, 2 or 3 with "best" handles, ₩ doz.....$7.25
No. E 60, nickel-plated, size 1, 2 or 3 without handles, ₩ doz.$4.75
No. E 60, nickel-plated, size 4, with "best" handles, ₩ doz $9.80
No. E 60, nickel-plated, size 4, without handles, ₩ doz.....$6.80
No. E 65, plain polished, size 1, 2 or 3, with "best" handles, ₩ doz.....$6.75
No. E 65, plain polished, size 1, 2 or 3 without handles, ₩ doz.$4.25
No. E 65, plain polished, size 4, with "best" handles.....$8.30
No. E 65, plain polished, size 4, without handles.....$5.80
The "Best" Handles, with Forged Iron Stretchers. ₩ doz.....$3.50
Self-heating.....₩ doz $10.00, 20%
Self-heating, Tailors' ₩ doz$32.50, 25%
Sensible Nickel.....₩ doz. $7.00
Sensible Polished.....₩ doz $6.50
Sensible, Tailors'.....₩ ℔ 3@3½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.5&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash...₩ ℔ 11c@'18c
Cable Laid Russia.....₩ ℔ 13½c@14c
Common India.....₩ ℔ 8½c@ 9c
Common Russia Sash. ₩ ℔ 12½c@13c
Patent India.....₩ ℔ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₩ ℔ 30c
"Samson" Braided Drab, Cotton.....₩ ℔ 35c
"Samson" Braided Italian Hemp.....₩ ℔ 33c
"Samson" Braided Linen, ₩ ℔ 56c
Silver Lake:
A Quality, Drab.....₩ ℔ 40c. 15@15&7½%
A Quality, White.....₩ ℔ 3 c. 15@15&7½%
B Quality, Drab, ₩ ℔ 35c..... 15@15&7½%
B Quality, White ₩ ℔ 30c..... 15@15&7½%
White Cotton Braided, ₩ ℔ 21c@23c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₩ ton, $30.00@$31.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....20%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—
Chatillon.....20%
Griffin's:
Complete'.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Red, Polished and Varnished...₩ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont..₩ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₩ doz.....$6.00
Excelsior Saw Tools ₩ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....35@35&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. $9.00
"Royal".....₩ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $32.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₩ doz.....$4.75
Stillman's ₩ doz.....$1.00
Taintors Positive...$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₩ doz. $17.00@ $18.00
Tea, No. 161.....₩ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '83.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz. $3.00
Box, 2 Handle....₩ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz., $2.40 net
Ship, R. I. Tool. Co.....10%

SIDEWALK—
Koehler's, Steel No. 7...₩ doz. $3.00

Screens—

DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....35@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....70%
Electric Spiral No. 01, ₩ doz $6.00 net
Electric Spiral No. 02, ₩ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50%
Howard-Allard, low list.....40%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₩ doz. $34.00, 50%

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Sargent & Co.'s:
No. 1 Forg. Blade..50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 86.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....83⅓%
"Handy" Ratchet.....85%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....85%
Brass, Round Head.....82½%
Bronze, Flat Head.....82½%
Bronze, Round Head.....80%
Coppered, Flat Head.....85%
Coppered, Round Head.....80%
Drive Screws, Diamond Point.87½%
Iron, Bright Flat Head.....87½%
Iron, Br't R'd & Oval Head.....85%
Nickel Plated, Iron Flat Head..82½%
Nickel Plated, Iron R'd Head..82½%
Silver Plated, Iron Flat Head....70%
Silver Plated, Iron Round Head.75%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach, List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws, List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $2.75; 1⅛, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $3; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₩ Set.....$2.25
Surrey, No. 9, ₩ Set.....$2.50

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₩ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....50&10%
Tin Snips.....45%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2½
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1892.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 12, 1896.....60&2½

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....60@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel.....10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw Cutters—

Enterprise.....25%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....60&10&5%
Empire.....0&5%
National.....50&5&5
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Loop Eye.....
Loop Eye, Swivel.....
Open Eye.....
Round Eye.....
Round Eye, Swivel.....
} 45&2% @50%
Covert Saddlery Works:
Banner.....60&20%
Triumph.....60&20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 5&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50&5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
23% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10@60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, 5/16, and ¾ inch, ₩ B.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List March, 25, '95.
American Cut Tacks.....90&10%
Carpet Tacks:
American, Blued....90&10@90&20%
America, Tinned...90&3@90&25%
Leathered.....60%
Steel.....90&20%
Swedes, Lanc.....85&10%
Swedes, S. S.....90&25%
Swedes Iron Tacks:
Lanc.....85&10%
S. S.....90&10&5%
Basket Tacks.....90@90&10%
Basket Nails.....8&10%
Bill Posters' and Railroad Tacks:
S. S.....90&10%
Brush Tacks and Nails.....75&15%
Chair Nails.....80&10%
Cigar Box Nails.....50%
Common and Patent Brads.....80%
Finishing Nails.....85%
Gimp Tacks:
Lanc.....80&20%
S. S.....90&2½%
Hungarian Nails, Steel.....80&20%
Lace Tacks.....
S. S.....90&20%
Looking Glass Tacks.....60%
Picture Frame Points.....70%
Trimmers' Tacks:
Lanc.....80&20%
S. S.....85%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....85%
Upholsterers' Tacks:
Lanc.....80&20%
S. S.....90&10&5%

MISCELLANEOUS—

Bill Nye Brad Box.....₩ box $4.00
Bill Nye, Jr., Brad Box..₩ box $2.00
Bonnie Blue.....₩ box $1.00
Can Opener Carpet Tacks.₩ gr $4.00
Dble. Point.90&10&10&10&10&10%
Hammer Carpet Tacks...₩ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓&10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓&10&2%

Tack Pullers—

Columbia, No. 1, per doz., net....$1
" " 2, " " ...1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&25&5%
Keuffel & Esser Co, New list, 1898: Steel and Metallic.....25%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@65&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $5.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).30&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co:
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.98

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.00
Comb. Car., Wood Track....$3.00
Common 6 in. Wood Sheave Pulley, Fig. 473, ₩ doz.....$1.50
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₩ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$1.85
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, ₩ doz.$1.60
Floor Hooks, ¾ in. ₩ doz. .55
Floor Pulley, Wood Sheave, Fig. 486, ₩ doz.....$2.25
Hanging Hooks for Double Steel Track, ₩ doz..... .50
Hanging Hooks for Single Steel Track, ₩ doz..... .50
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₩ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 480 and 481 ₩ doz.$2.00

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Malleable Rafter Brackets, ₩ doz. .35
Nellis Fork, each. $1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes). $12.00
New Myers Iron Rod Car. $6.75
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track. $2.25
Rope Hitch ₩ doz. $1.75
Single rail Car, Single Steel T. $3.50
Single rail Steel Track with clamps, ₩ ft. .09
Sprouts Shear Fork, each. $1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz. $1 50
Sure Grip Sling Car., Steel or Wood Track. $6.00
Walker Fork, each. $1.15
Wrought Rafter Brackets, ₩ doz. .45

Transom Lifters—

Ajax. 50&10@50&10&5%
Bronze Metal, with Safety Spg. 5 @ 0&10%
Crescent. 7@7 &10%
Dicksons. 60%
Nickel Plated. 50&10%
Payson's Solid Grip, Nos. 3 3 and 304. ₩ 100, $13.00
Shaw's:
Copper Finished. 80&10%
Lever. 70@70&10%

Traps—

GAME—

Blake's Patent. 50@50&10%
Enterprise Mole. 15%
Newhouse. 5 @50&10%
Oneida Pattern. 75&5@75&10%

MOUSE AND RAT—

Erie Rat. 40@40&10%
Hotchkiss:
Metallic Mouse, ₩ doz. 65c
Improved Rat. ₩ gross, $12.50
New Rat. ₩ gross. $12.50
Mouse, Bonanza. ₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ dz $2.50,15%
Mouse, Delusion. 40%
Mouse, Ideal. ₩ gr $9.00
Mouse, Round Wire. ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz. $15.00
Yankee Mouse Trap, ₩ doz. $5.50
Yankee Rat Trap, ₩ doz. $11.00
John M. Mast:
Snap Shot, 2-Hole. ₩ gro., $4.00
Snap Shot, 4-Hole. ₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.35. ₩ gr. $13.50
Electric Rod. ₩ gr. $16.50
Globe. ₩ doz., $1.25; ₩ gr. $13.50
Harper. ₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick. 30%
Disston's:
Brick. 30%
Garden. 40%
Plastering. 25%
Pointing. 30%
C. E. Jennings & Co.:
Brick. 30%
Plastering. 25%
Pointing. 30%
Wm. Johnson's:
Brick. 40%
Plastering. 40%
Pointing. 40%
W. & McP. Plastering. 25@25&10%
Peace's Plastering. 25@25&5%
Richardson. 25@25&10%
"Rose" Brick Plastering and Moulders. 30@30& 10%
Sargent's Garden, No. 1. 70%
Sargent's Garden, No. 15. 50%

Vegetable Slicers—

Enterprise Mfg. Co. 35%

Vises—

Solid Box. 60&10@60&10&10%

PARALLEL—

Armstrong's:
Combination. 50%
Plain and Hinge. 60%
Athol, Oval Slide. 60&10%
Bonney's Champion. 50@50&5%
Fisher & Norris Double Screw. 15&10%
Holland's. 40@40&10%
Howard's. 40&10%
Little Giant Bench. 35&10&5%
Lowell Hand. 33⅓%
Millers Falls, Mechanics'. net@10%
Millers Fall:
Oval Slide. 50&10@50&10&10%
Ball Clamp. 45@45&10%
Gravity. 10% net
Hand. 15@15&10%
Moore's. 30%
Parker's. 20@25%
Oval slide. 50&10%
Victor. 30%
Prentiss. 20@25%
Sargents. 70&10%
Simpson's Adjustable. 40%
Stephens'. 25@30%
Trenton. 40&5@40&10%

SAW FILERS—

Bonney's Nos. 2 & $15.00. 50&10%
Stearn's Com., No. 0, 1, 2, and 3. 50%
Stearn's Rubber Jaw, Nos. 10 and 33. 33⅓%
Wentworth's. 40%

Vulcanizers—

National Cement & Rubber Mfg. Co
No. 1 High Pressure Hot Air Vulcanizers. $ 8.00
No. 2 High Pressure Hot Water Vulcanizers. 12 00

Wads—

See Ammunition.

Wagon Jacks—

Covert's Saddlery Works:
Victor, ₩ doz., $30.00. 60&20%
Daisy, ₩ doz., $12.00. 60&20%
Lane's Steel. 30%

Washer Cutters—

Otis A. Smith's. 20&10&10%

Weed Extractors—

"Pastime". ₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co. 40%
Clayton's. 25&10%

Window Stop Adjusters—

Ives' New List. 40%
Taplin's "Perfection". 50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire. 35%
Bright Wire Goods, Standard list. 90&2@90&25%
Cast Steel Wire. 50%
Copper Wire. 40%
Malin's Annealed and Tinned on Spools. 60&10%
Malin's Brass and Copper on Spools. 50&10%
Market Wire:
Brt. & Ann., Nos. 0 to 18. 80&10@80&10&10%
Cop'd, Nos. 0 to 18. 80&10%
Galv., Nos. 0 to 18. 60&10%
Tin'd, Tinned list Nos. 0 to 18. 75&10%
Picture Wire. New list 35&10%
Steel Music Wire, Nos. 13 to 80, Imported, ₩ ℔. 60@70c
Stub's Steel Wire. $5.00 & 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting 30&20@30&25%
Painted Screen Cloth good quality, ₩ 100 sq. ft., 95c@$1.10

Wire Rope—

List.
Cast-steel. 20&2½&2% cash
Iron. 20&2½&2% cash
Iron, Galvanized. 20&2½&2% cash

Wire Rope Clips—

Crosby. 35%

Wire Stretchers—

W. C. Heller's Grip. ₩ doz. $1.50

Wrenches—

Agricultural. 30@30&10%
Aiken's Pocket (Bright). $2.00@2.20
Alligator. 70%
Armstrong's. 40%
Baxter's. 65&10@70%
Bemis & Call's:
Brigg's Pattern. 30&10%
No. 2 Cylinder or Gas Pipe. 55%
No. 3 Pipe, Bright. 55%
Patent Combination Black. 40&10%
Patent Combination Bright. 40&5%
Boardman's. 30@30&5%
Cincinnati Tool Co:
Bit. 15@15&10%
Standard Brace. 15@15&10%
Coes':
Genuine. 40&10&5&5&5%
"Mechanics'". 40&10&10&5&5&5%
Donohue's Engineer. 40&10%
Eagle Pipe. 50&10%
Stillson Pipe. 45%
Taylor Pipe and Nut. 40%
Trimo Combination. 40%
Trimo Pipe. 50&10%
Acme. 60@60&5%
Always Ready. 35@40&10
Bull Dog. 60&10%
Hercules. 70&11@75%
J. H. Williams & Co. 35%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895. 25
Colby Wringer Co., list May 1, 1894.
Lovell Mfg. Co., list July 2, 1894. 25
National Wringer & Mfg. Co., list Jan. 1, 1896. 25
Peerless Mfg. Co., list Feb., 1893. 25

NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels. ₩ gallon. 43c
Linseed, City, Boiled, in barrels ₩ gallon. 44c
Out of Town on Spot. ₩ gal. 42c
Calcutta, Raw, in bbls. ₩ gal. 54c
Lard, Prime City. ₩ gal. 44@46c
Extra, No. 1. 36@38c
No. 1. 30@31c

Paints and Colors—

Barytes, Foreign, ₩ ton, $20.00@$22.50
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ℔. 5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ℔ net. 5@5¼c
In lots of 500 pounds and over, ₩ ℔. 5¼@5¾c
White Lead, Foreign, in Oil, ₩ ℔ 5@5¾c
Litharge, Kegs, ₩ ℔. 5¼@5¾c
Zinc, American, Dry, ₩ ℔. 4@4½c

Putty—

In bbls. and half bbls. 1½@1¾
Putty in Bladders. 1¾@2
Putty in Tins. 1¾@2

Spirits Turpentine—

In regular bbls. 45 @—c
In machine bbls. 45½@—c

Dry Colors—

Blue, Chinese	₩ ℔ 30	@35
Blue, Prussian	₩ ℔ 29	@33
Blue, Ultramarine	₩ ℔ 6	@20
Sienna, Italian, burnt & powdered	₩ ℔ 4½	@10 c
Sienna, Italian, raw & powdered	₩ ℔ 3	@7 c
Umber, Turkey, burnt	₩ ℔ 2½	@3¾c
Umber, Turkey, raw	₩ ℔ 2½	@3 c
Green, Chrome, Ordinary	₩ ℔ 8	@11 c
Green, Paris, in bulk	₩ ℔ 13½	@15½c
Indian Red, American	₩ ℔ 2½	@ 3 c
Indian Red, English	₩ ℔ 4½	@5½

Colors in Oil—

Black Lampblack, Best	₩ ℔ 11	@13 c
Black Lampblack, common	₩ ℔ 7	@ 9½c
Blue, Chinese	₩ ℔ 35	@40 c
Blue, Prussian	₩ ℔ 25	@35 c
Blue, Ultramarine	₩ ℔ 16	@21 c
Sienna, bur't	₩ ℔ 8	@12 c
Sienna, raw	₩ ℔ 7	@10 c
Umber, burnt	₩ ℔ 7	@10 c
Umber raw	₩ ℔ 6	@10 c
Brown, Vandyke	₩ ℔ 7	@12 c

ALASKA SOLDERING IRON HANDLE



. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,
ALBANY, N. Y.

FITS ANY IRON.
Want to see one? Send us 25c. We will mail you one.

"TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell, Baltimore, Md.: HARDWARE is too valuable to be without.

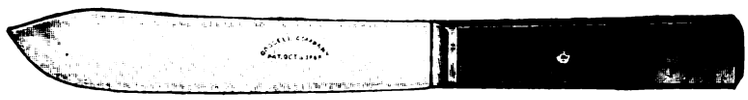
"GREAT VALUE AS AN ADVERTISING MEDIUM."

Buck Bros., Millbury, Mass. [*Tools*]: We appreciate the great value of your paper as an advertising medium.

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BUTCHER KNIVES.

You can't make good Butcher Knives any more than good bread without the right material to work with, and even if you have the proper material you can't make good Knives if you don't know how to manipulate that material. . . . . .
The Steel that goes into Goodell Butcher Knives is made for Goodell Butcher Knives and is found in no others. It is the same we have used for years. . . . . .
A Quarter Century experience has taught us how to manipulate that steel to produce the best results.



No. 46.

5, 5½, 6, 6½, 7, 8, 9, 10, 11, 12, 13 and 14 inches.

Goodell Knives have a reputation and are Warranted.

....CATALOGUE FREE....

NEW YORK OFFICE, 10 WARREN STREET.

GOODELL COMPANY, - ANTRIM, N. H.

CELEBRATED "HEINISCH" SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name HEINISCH or H. C. HEINISCH on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE: 90 Chambers St.

R. HEINISCH'S SONS, CO. NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.

Every Family Wants One.

Write for Prices.

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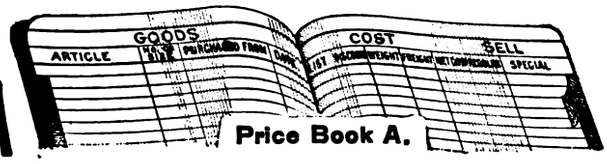
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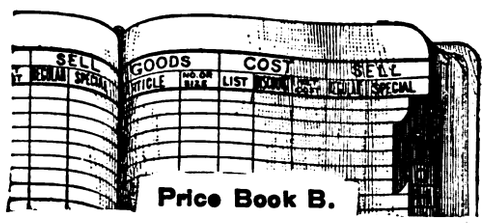
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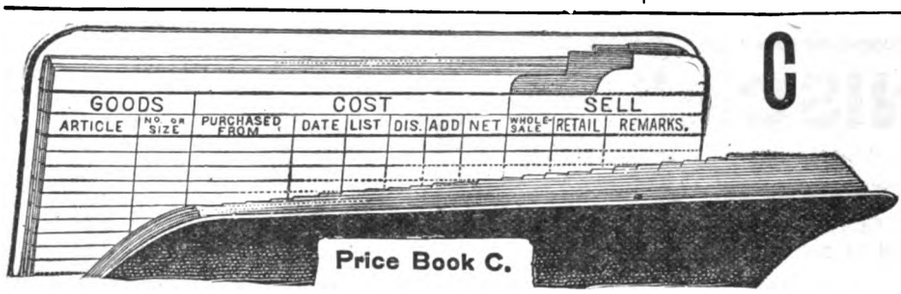
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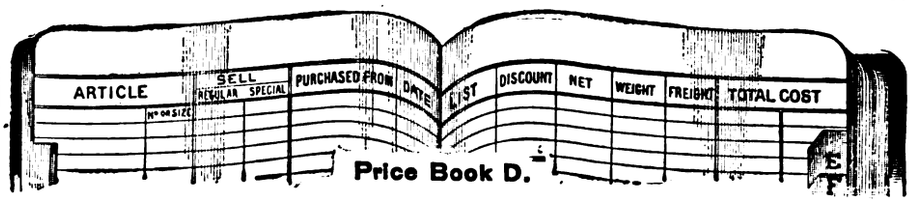
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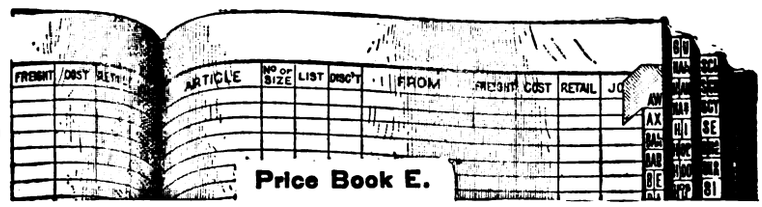
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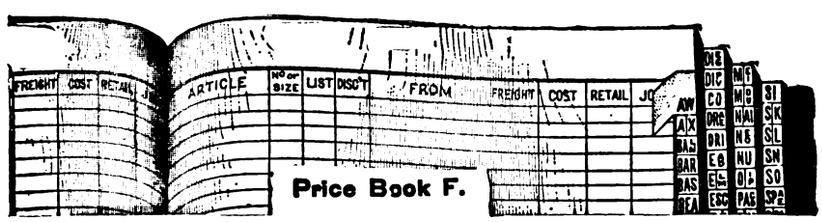
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Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Kimball Bros., Council Bluffs, Ia.
J. G. Speidel, Reading, Pa.
Storm Mfg. Co., Newark, N. J.
Warner Elevator Mfg. Co., Cincinnati, Ohio.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
National Horse Nail Co., Vergennes, Vt.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Coburn Trolley Track Mfg. Co., Holyoke Mass.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Philadelphia Lawn Mower Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Lifters Automatic.

Miner & Peck Mfg. Co., New Haven, Conn.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Automatic Machine Co., Bridgeport, Conn.
Ferracute Machine Co., Bridgeton, N. J.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
Miner & Peck Mfg. Co., New Haven, Ct.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
John Chatillon & Sons, New York.

Mills.

Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Motors.

W. H. Elliott Electric Co., Cleveland, Ohio.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers,

Alder & Boyd, New York.
Maltby Henley Co., New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Snell Mfg. Co., Fiskdale, Mass.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Office Railings

Edward Darby & Sons, Philadelphia.

Oils.

Dean Linseed Oil Co., New York.
National Cement & Rubber Mfg. Co., Toledo, Ohio.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
W. W. Lawrence & Co., Pittsburgh, Pa., and Buffalo, N. Y.

Paper Cover.

Niagara Paper Mills, Lockport N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

A. Mugford, Hartford, Conn, and New York.
Otto Neuburg, New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

Goodell Bros. Co., Greenfield, Mass.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Scholihorn Co., New Haven Conn.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works Albany, N.Y

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Police Equipments.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish.
John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.
E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.
Alder & Boyd, New York.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses.
E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.
Heber Wells, New York.

Pruning Shears.
Wm. Schollhorn Co., New Haven, Conn.

Pulleys.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg Co., Cleveland Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Ney Mfg. Co., Canton, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.
Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.
Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Underhill, Clinch & Co., New York.

Radiators.
Wilmot Castle & Co., Rochester, N. Y.

Railings, Brass and Iron.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.
Magnolia Metal Co., New York.

Rails, Barn Door.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.
Enterprise Mfg. Co., Philadelphia.

Rakes.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.
Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.
See Traps.

Refrigerators.
Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.
Monarch Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.
P. J. Conroy & Co., Philadelphia.

Reels.
John Sommer's Son, Newark, N. J.

Registers.
Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.
Enterprise Mfg Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.
Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.
Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing and Roofers' Supplies.
Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Rubber Belting.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.
Darling, Brown & Sharpe, Providence, R. I.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Stephens & Co., Riverton, Conn.

Sad Irons.
Enterprise Mfg. Co., Philadelphia

Sand Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.
Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.
Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

Saws.
E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Sets.
E. C. Atkins & Co., Indianapolis Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind.

Scales.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.
James F. Martin, Frankford, Philadelphia
Underhill, Clinch & Co., New York.

Screens, Perforated Metal.
Harrington & King Perforating Co., Chicago.

Screen Plates, Punched.
Harrington & King Perforating Co., Chicago.

Screens, Wire.
Edward Darby & Sons, Philadelphia.
A. J. Phillips Co., Fenton, Mich.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.
Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.
Holroyd & Co., Waterford, N. Y.

Screw Drivers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.
Alfred Field & Co., New York.

Scythe Stones.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.
Samson Cordage Works, Boston.

Shears, Power.
E. S. Stiles Press Co., Watertown, N. Y.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Wm. Schollhorn Co., New Haven, Conn.

Sheaves.
Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.
Waterbury Brass Co., New York.

Sheet Steel.
Dunbar Bros., Bristol, Conn.

Shelf Boxes.
W. C. Heller & Co., Montclair, N. J.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago.

Shovels.
Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Silver Ware.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport Conn.
Wm. Rogers Mfg. Co., Hartford and Norwich, Conn.; Taunton, Mass.

Sink Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.
John W. Sudlow, Brooklyn, N. Y.

Skates.
Barney & Berry, Springfield, Mass.
John H. Graham & Co., New York.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.
Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
Enterprise Mfg. Co. of Pa. Philadelphia.

Snaps.
Covert Saddlery Works, Farmer, N. Y.

Solder.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Snow Shovels.
Iowa Farming Tool Co., Fort Madison, Iowa.
A. J. Phillips Co., Fenton, Mich.
Underhill, Clinch & Co., New York

Spades.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.
Edward Darby & Sons, Philadelphia.
Dow Wire Works Co., Louisville, Ky.
Harrington & King Perforating Co., Chicago.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spelter.
Bruce & Cook, New York.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Spikes.
Salem Nail Co., New York.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Miller & Van Winkle Co., Brooklyn, N. Y.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welsh & Co., Boston.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.
Edward Darby & Sons, Philadelphia.

Stair Nosings.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.
Clark & Cowles, Plainville, Conn

Stay Rollers.
John H. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Steel.
Wallace Barnes Co., Bristol, Conn

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Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel, Perforated.
Harrington & King Perforating Co., Chicago.

Stop Ladders.
Bicycle Step Ladder Co., Chicago.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Store Fixtures.
Cleveland Store Fixture Co., Cleveland, Ohio.

Stoves.
Dangler Stove & Mfg. Co., Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York.
Troy Nickel Works, Albany, N.Y.

Stove Mittens.
Diamond Hardware Co., Boston.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.
Troy Nickel Works, Albany, N.Y.

Stove Trucks.
See Trucks, Stove.

Stones, Scythe, Oil, Etc.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Strops, Razor.
Alfred Field & Co., New York.

Tackle Blocks.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Ney Mfg. Co. Canton, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.
Alfred Field & Co., New York.

Tacks.
Salem Nail Co , New York.

Tape Measures.
Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.
Holroyd & Co., Waterford, N. Y.

Tiles.
Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Tin.
L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Tin, Perforated.
Harrington & King Perforating Co., Chicago.

Tin-Plate.
Bruce & Cook, New York.

Tire Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.
A. P. W. Paper Co., Albany, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport, Conn.
Ashtabula Tool Co., Ashtabula, O.
E. C. Atkins & Co., Indianapolis, Ind.
W. L. Barrett, Bristol, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Goodell Bros. Co., Greenfield, Mass.
Maltby Henley Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Millers Falls Co., New York.
Albanus L. Smith & Co., Philadelphia.
Snell Mfg. Co., Fiskdale, Mass.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Torches.
National Cement & Rubber Mfg. Co., Toledo, Ohio.

Traps.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
John M. Mast, Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Tubing.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Twine.
Samson Cordage Works, Boston.

Valves.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Vapor Stoves.
Dangler Stove & Mfg. Co., Cleveland, Ohio.

Vases, Flower.
Edward Darby & Sons, Philadelphia.

Ventilators.
Berger Bros. Co., Philadelphia.
Merchant & Co , Philadelphia, New York, Brooklyn, Chicago.

Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Vulcanizers.
National Cement & Rubber Mfg. Co., Toledo, Ohio.

Wagon Jacks.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.
Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Washing Machines.
Excelsior Mfg. Co., Muncie, Ind.

Water Cut Offs.
Cooney, Seiner & Co., Indianapolis, Ind.

Wheelbarrows.
E. P. Pellows Agricultural Co., New York.
Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Guards, Punched.
Harrington & King Perforating Co., Chicago.

Window Lines, Pulleys, etc.
Samson Cordage Works, Boston.

Window Screens.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
A. J. Phillips Co., Fenton, Mich.
Porter Screen Mfg. Co., Burlington, Vt.

Wire, Manufacturers.
Wallace Barnes Co., Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co..... 4
American Ring Co.....11
American Shearer Mfg. Co.....56
Ames Sword Co..... 2
Arcade Mfg. Co..... 2
Armstrong Mfg. Co.....14
Atlas Bolt & Screw Co.....76
Atlas Mfg. Co..... 1
Ausable Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 5
Baldwin Refrigerator Co.....46
Bardsley Jos.....54
Barnett (G. & H.) Co.....76
Barrett, W. L..... 1
Bellows (E. P.) Agricultural Co...75
Berger Bros Co.....14
Berger, L. D.....47
Bicycle Step Ladder Co..... 6
Boardman (Luther) & Son.....10
Bommer Bros.....76
Brass Goods Mfg. Co.....18
Browne & Mansfield.....51
Bruce & Cook 17
Bryan Mfg. Co..... 4
Burr Mfg. Co.....17

C

Calcium King Lamp Co.....49
Capewell Horse Nail Co.....76
Carpenter (F. E.).....53
Cary Mfg. Co.....58
Champion Safety Lock Co.....54
Champion Steel Range Co.....54
Chatillon (John) & Sons..... ... 4
Chicago Flexible Shaft Co.....13
Clark & Cowles..... 5
Cleveland Stone Co..... 7
Cleveland Twist Drill Co.....76
Clinton Wire Cloth Co.....75
Clipper Lawn Mower Co..... 2
Coates Clipper Mfg. Co.....10
Coburn Trolley Track Mfg. Co.... 4
Codling Mfg. Co.....54
Coes Wrench Co..... 7
Conroy (P. J.) Co..... 6
Cooney, Seiner & Co.....54
Covert Mfg. Co..... 1
Cronk Hanger Co.....16
Cushman & Denison.....47

D

Dangler Stove & Mfg. Co.....54
Darby (Edward) & Sons 75
Dean Linseed Oil Co.....56
Diamond Hardware Co,..... 7
Dickinson, Thos. L.....53
Disston (Henry) & Sons..... 5
Divine Bros..... 2
Dixon (Jos.) Crucible Co..... 5
Dow Wire Works.....76
Dunbar Bros.....55
Du Pont (E. I.) de Nemours & Co. 3

E

Edgar Mfg. Co. 13
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co 53
Excelsior Mfg. Co..... 4

F

Field (Alfred) & Co..... 6
Fitch (W. & E. T.) Co..... 1
Fox Cutlery Co.....10
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co. 75
Gillespie (Chas. H.) & Sons..... 5
Goldberg, C. H. & E. S.....15
Goodall Bros. Co.....44
Goodell Co.....67
Gould Packing Co..... 49
Graham (John H.) & Co.....18

H

Hanson & Van Winkle Co..... 2
Hardwaremen's Exchange.....56
Hardware Publishing Co.....16
Harman, S. H.....75
Harrington & King Perforating Co.....76
Hartley & Graham..... 1
Heinisch's (R.) Sons Co.....67
Heller (W. C.) & Co.....14
Hill (N. N.) Brass Co.....58
Holmes & Edwards Silver Co.....10
Holroyd & Co..... 7
Howard Iron Works..... 1
Hulbert (E. S.) Co.....49

I

Iowa Farming Tool Co.....53
Ives (H. B.) & Co.....76

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg Co.....58
Johnson's (Iver) Arms & Cycle Works.....46
Jones (L. M.) Co..... 9

K

Kearney & Foot Co.....49
Keuffel & Esser Co..... 9
Kilbourne & Jacobs Mfg. Co.....46
Kimball Bros.....14
Kohler (F. E.) & Co..... 4

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....48
Lancaster Machine & Knife Works..... 8
Lane Brothers Co..... 2
Leonhardt & Co.....58
Litchfield J. M..... 7
Loeb & Co.....51

M

Magnolia Metal Co..... 1
Maltby Henley Co.....55
Martin, James F.....56
Mast, John M.....17
Mayhew (H. H) Co..... ...45
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S.....67
Miller & Van Winkle..... 1
Morrill, Charles.....13
Mugford, A.....51
Myers (F. E.) & Bro.....17

N

National Saw Co.....10
National Cement & Rubber Mfg. Co..... 8
National Specialty Mfg. Co.....15
New Departure Bell Co.....58
N. J. Car Spring & Rubber Co.....55
New Jersey Wire Cloth Co.....78
New York Stamping Co.....49
Niagara Paper Mills..... 2
Nicholson File Co..... 3
Niles Mfg. Co 2
Nock, Geo. W.....56
North Bros. Co..... 15
Norton Door Check & Spring Co..13

P

Parry Mfg. Co.....58
Pastime Lawn Mower Co..... 9
Patrick, Carter & Wilkins.....58
Peck (Fred W.) & Co..... 67
Pennsylvania Wire Works.....75
Philadelphia Commercial Museum..... 2
Philadelphia Lawn Mower Co.... 9
Pike Mfg. Co.....51
Planet Mfg. Co.....49
Plume & Atwood Mfg. Co.....51
Porter Screen Mfg. Co.....10
Prescott (J. L.) & Co..... 1
Pryor (W. W.) Hardware Co.....53
Putnam Nail Co..... 11

Q

Quincy Hardware Mfg. Co..... 1

R

Reading Hardware Co.....10
Remington Arms Co..... 5
Rodgers (Joseph) & Sons 6
Rogers (Wm.) Mfg. Co..... 6
Rolfe, I..... 5
Root Bros. Co.....67
Root Bros. Co.....56

S

Salem Nail Co.....55
Samson Cordage Works..... 1
Sargent & Co.....51
Schollhorn (Wm.) Co..... 6
Scranton (The) & Co.. 1
Sedgwick Machine Works.....14
Seed, J. H..... 4
Shull, Wm. A.....67
Silver Mfg. Co.....54
Smith & Egge Mfg. Co.....13
Sommer's (John) Son.....76
Standard Co.....51
Standard Tool Co..... 1
Stanley Rule & Level Co.....47
Stanley Works..... 1
Stebbins, Chas. J..... 3
Stevens (J.) Arms & Tool Co..... 7
Stiles (E. S.) Press Co.....11
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....54
Sudlow, John W.....11
Surpless, Dunn & Co.....75
Sweeney (W. H.) Mfg. Co.....11

T

Tie Co..... 1
Toler (John) Sons & Co..... 3
Tower & Lyon.....13
Townsend, C. C. & E. P.....56
Troy Nickel Works.....68
Tryon (Edw. K. Jr.) & Co.....53
Tuck Mfg. Co.....51

U

Ulrich Mfg. Co.....51
Underhill, Clinch & Co..... 9
Underhill, Clinch & Co.....67
Union Hardware Co.....13
Union Metallic Cartridge Co..... 1

V

Van Wagoner & Williams Hdw. Co.....76
Voigt, Starr & Co.....15

W

Warren (J. D.) Mfg Co.....13
Waterbury Brass Co.....55
Welch (T. F.) & Co.....75
Wells, Heber.....10
Wiley & Russell Mfg. Co.....47
Williamson Co..... 7
Wright & Colton Wire Cloth Co..75

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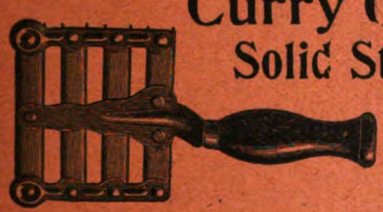
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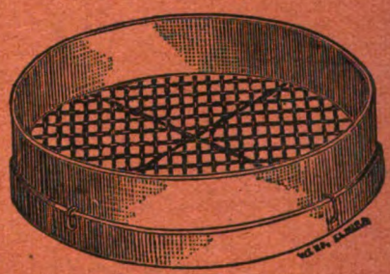
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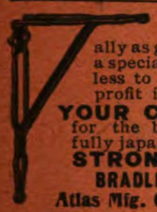
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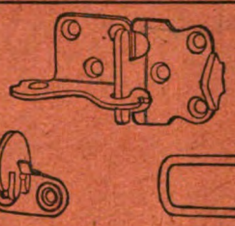
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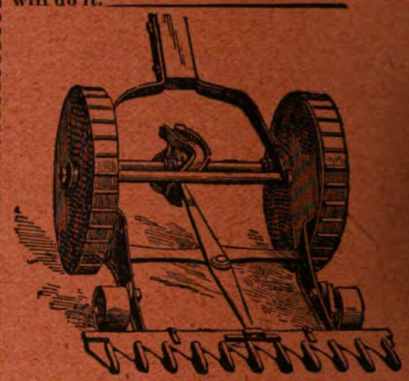
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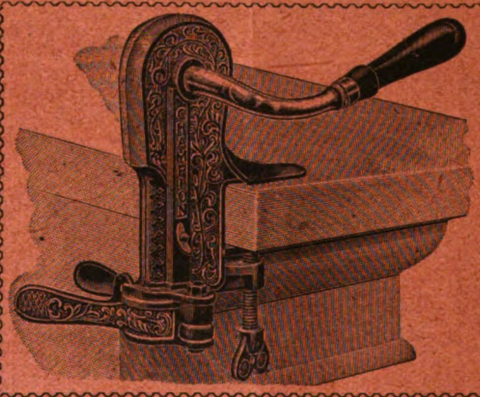
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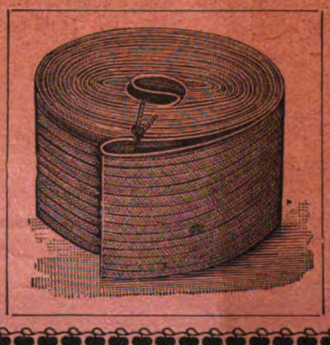
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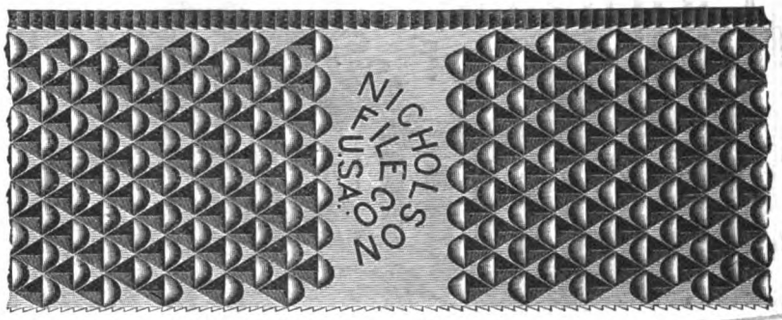
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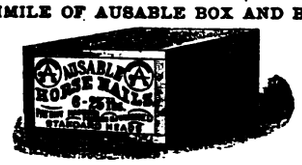
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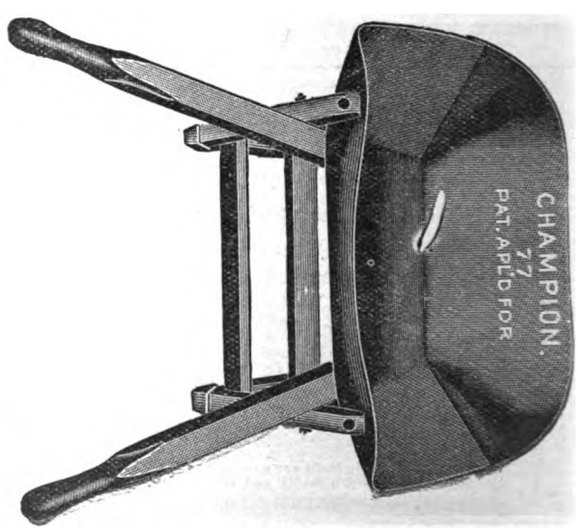
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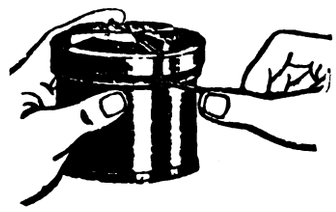
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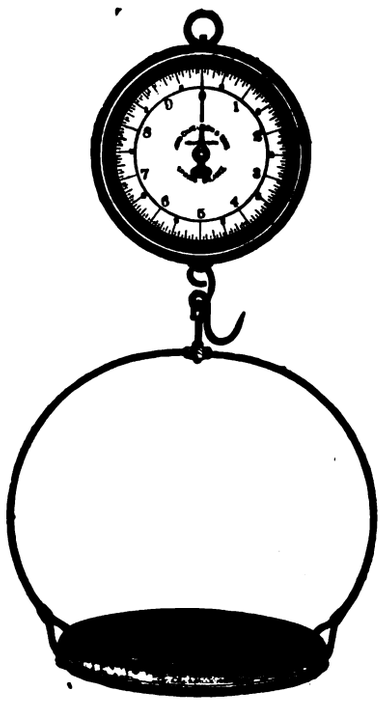
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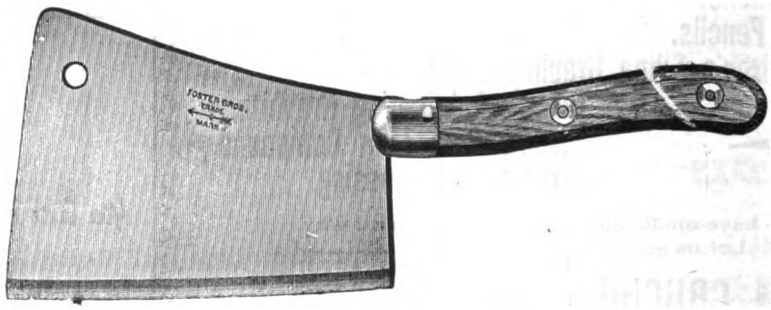
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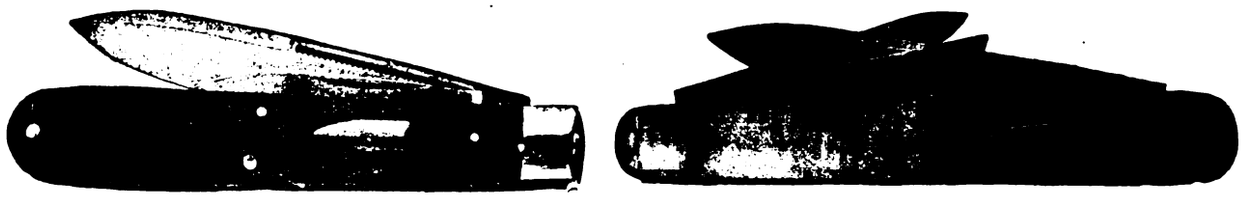
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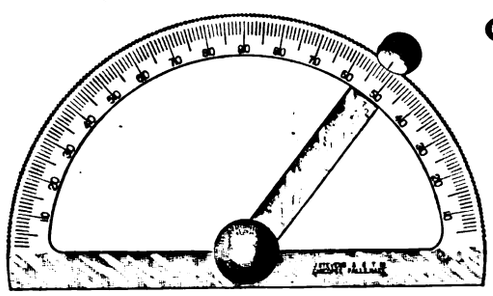
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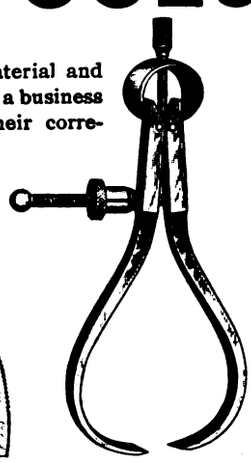
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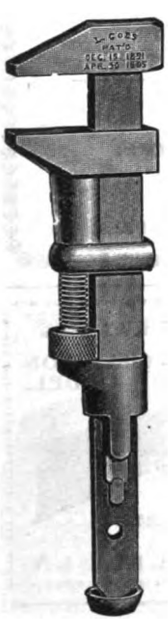
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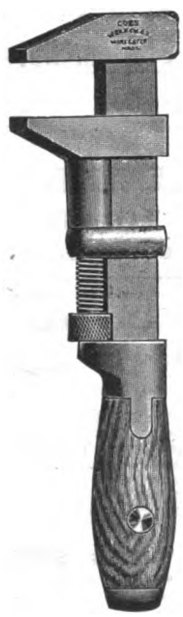


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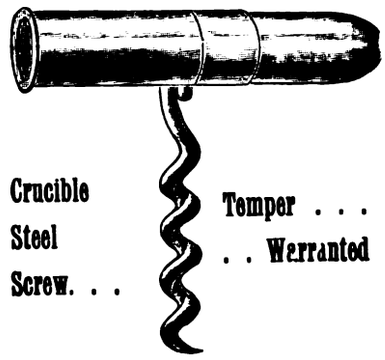
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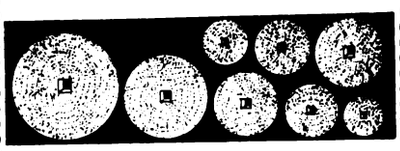
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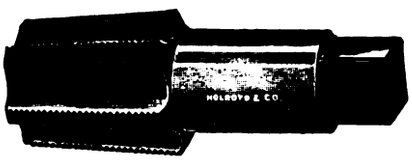
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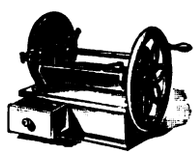
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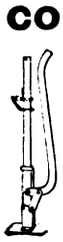
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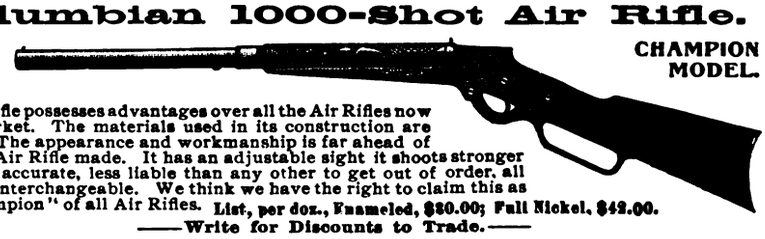
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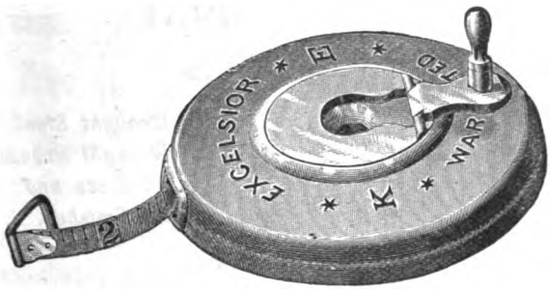
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In Foreign and Domestic Woods.

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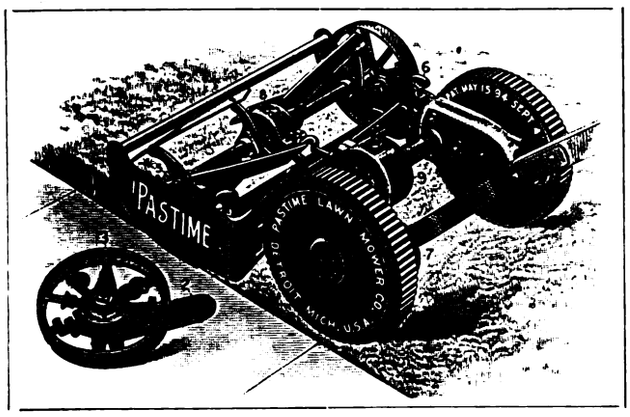
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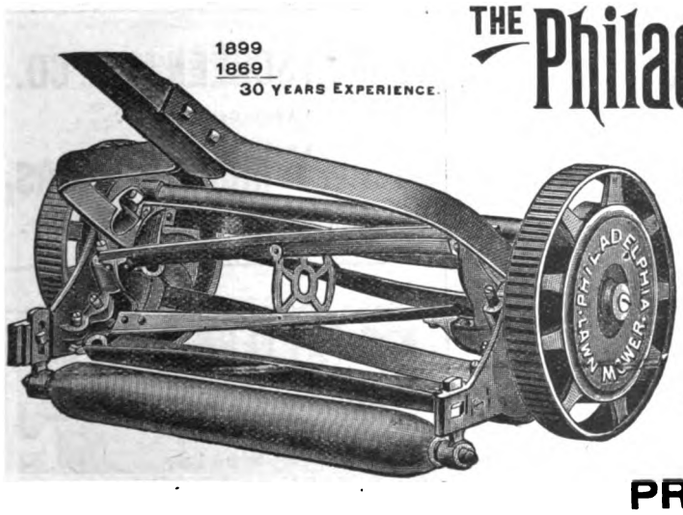
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It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

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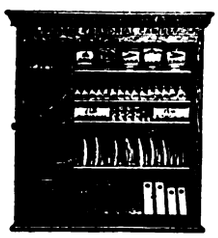
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All Sizes and
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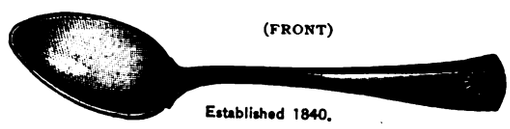
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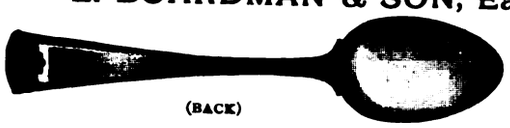
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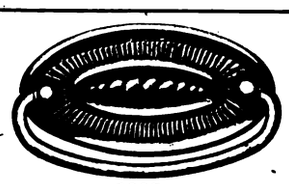
For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,

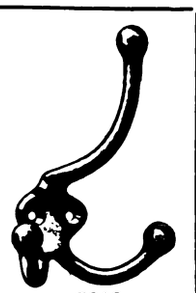
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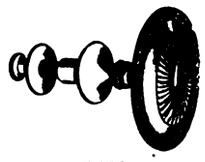
American Ring Co.,

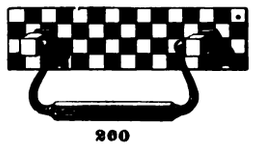
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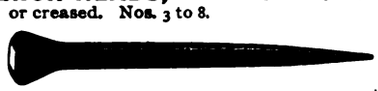

5042 Left Hand
5043 Right Hand


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FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



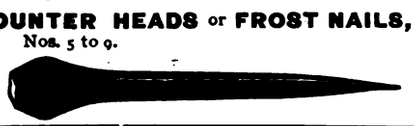
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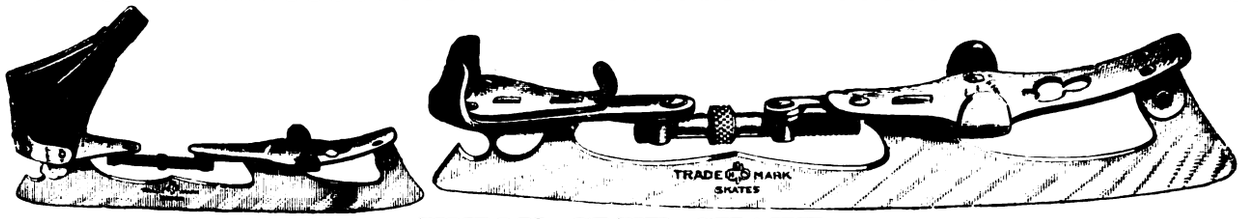
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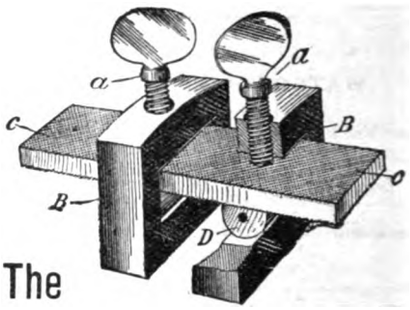


UNION CLUB SKATE.

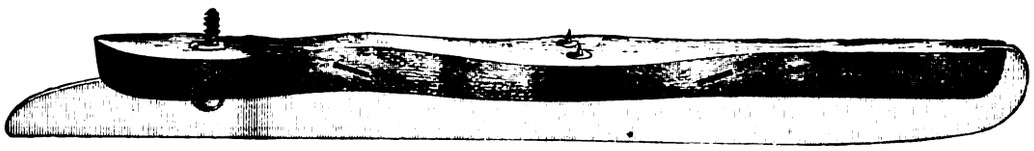




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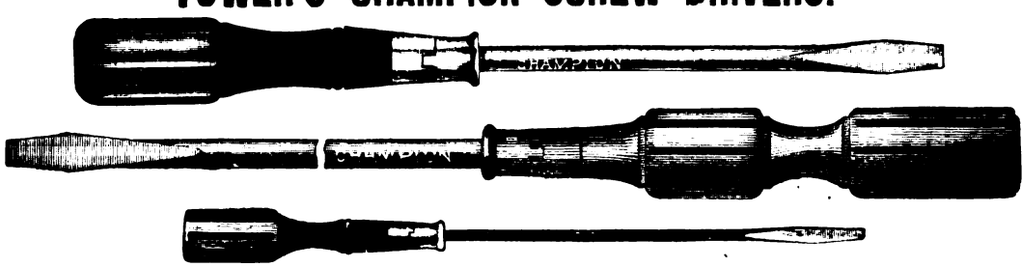
DONOGHUE RACING SKATE.

(... MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

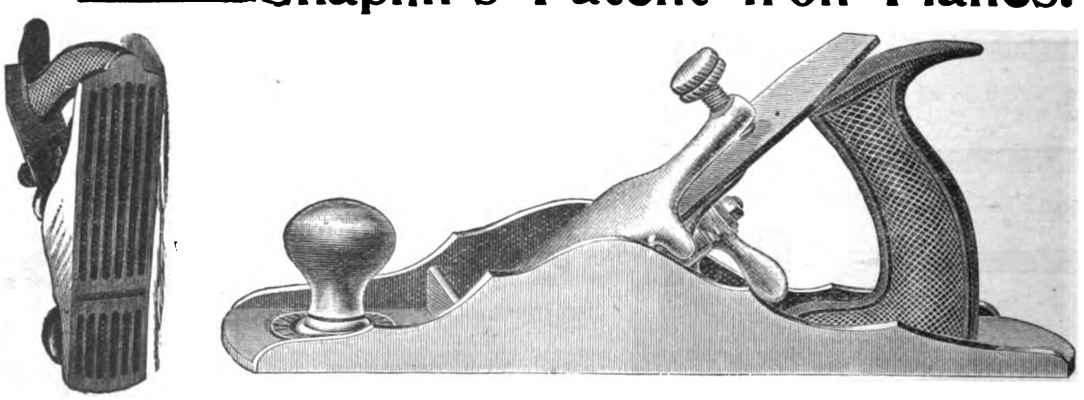
CARPENTERS and MACHINISTS' TOOLS.

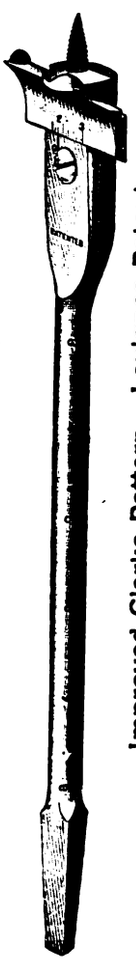
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See that the word "CHAMPION" is on each Screw Driver.

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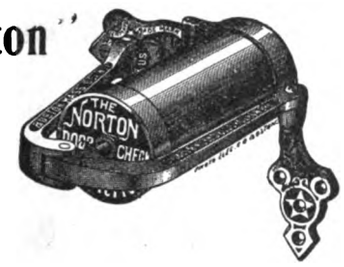
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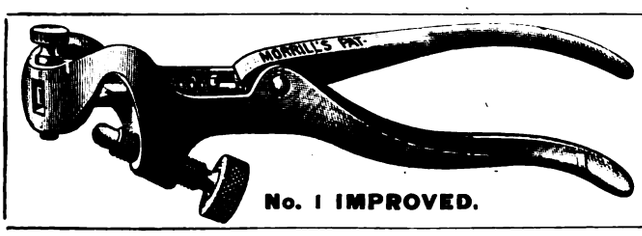
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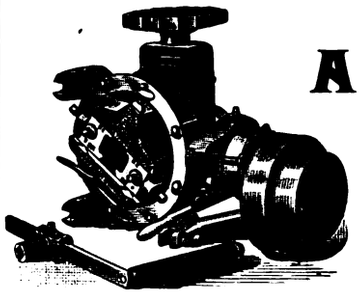
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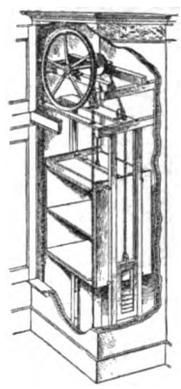
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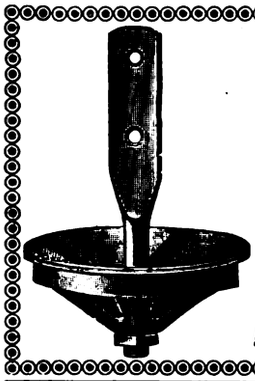
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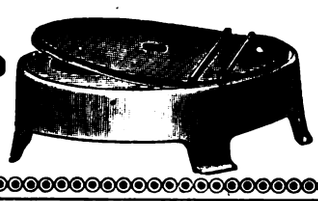
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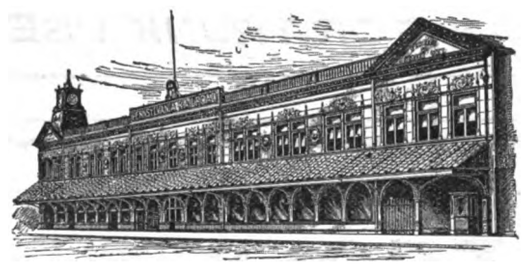
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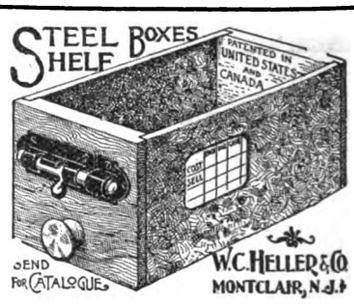
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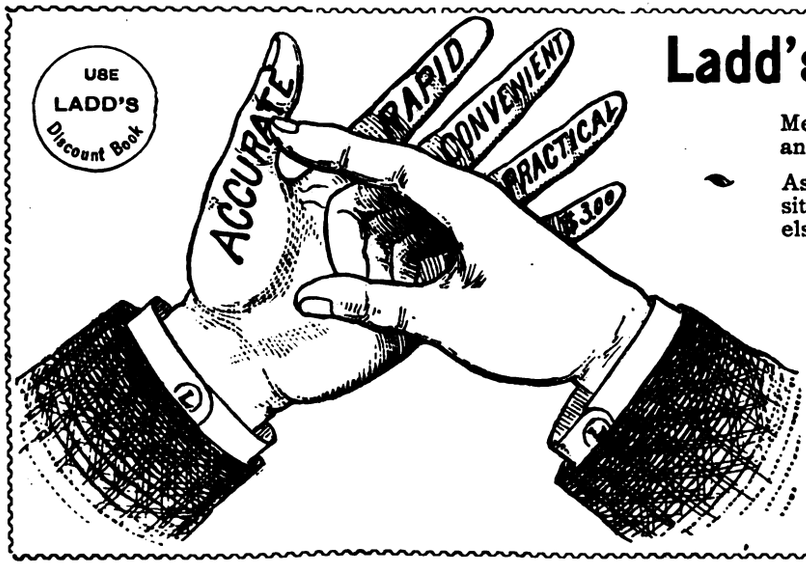
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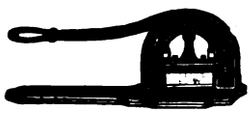
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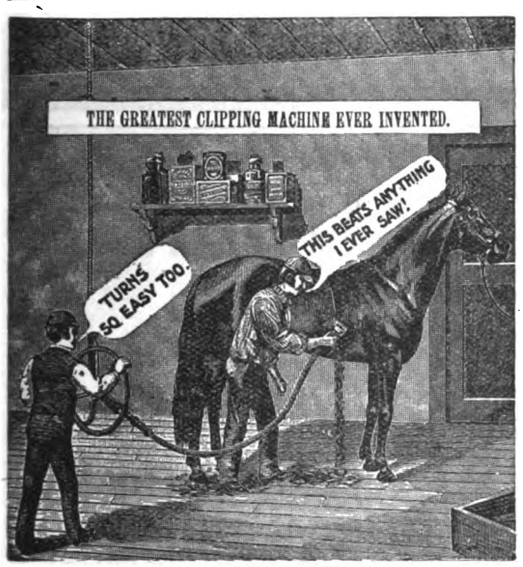
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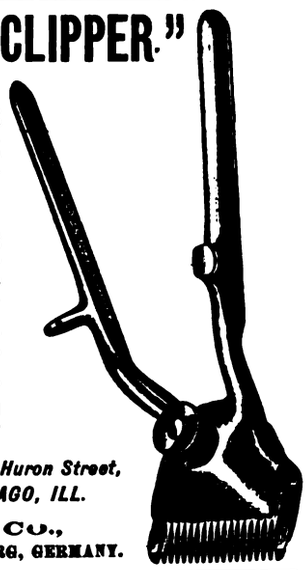
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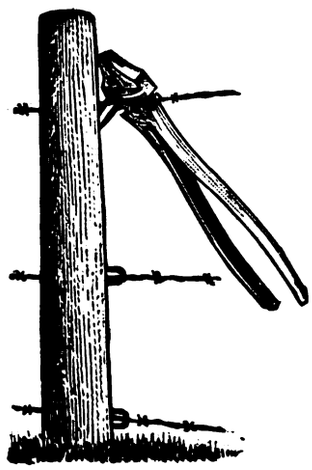
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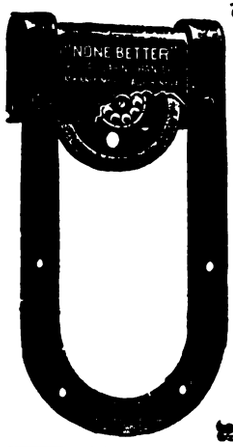
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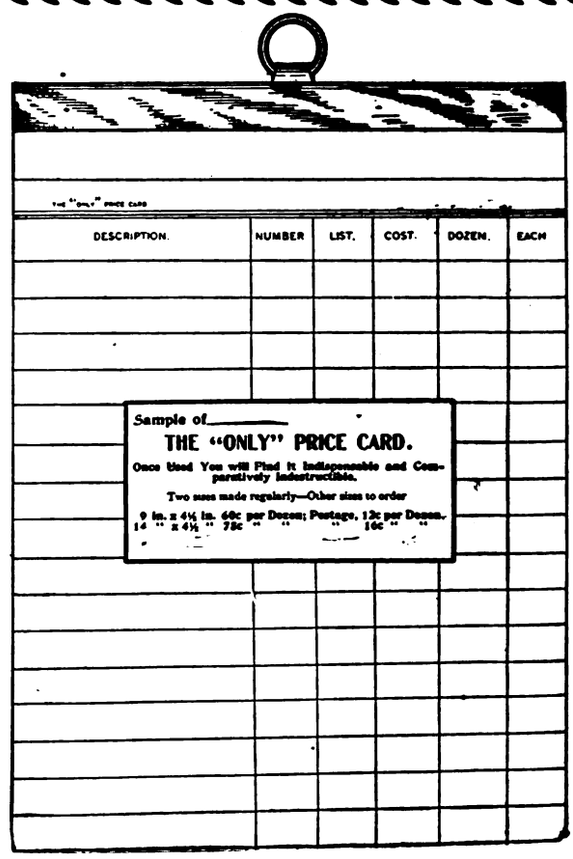
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HARDWARE PUBLISHING CO., No. 143 CHAMBERS STREET, NEW YORK CITY.

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HAY CARRIERS, FORKS, PULLEYS &C.



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ASHLAND, OHIO.

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A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
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Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of." J. C. DEBES, Supt. of the C. & G. Cooper Co., Mt. Vernon, O.

Adopted by the Penna. R.R. Co.

Send for circulars and prices.

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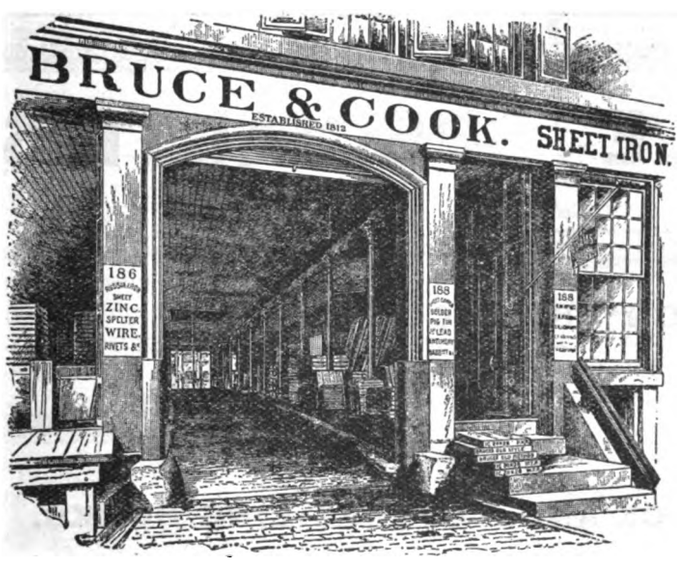
Cleveland, Ohio, U. S. A.

BRUCE & COOK,

TIN PLATES AND METALS,

183, 188 and 190 WATER STREET, 248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.
Babbit Metal.
Boiler Rods.
Burritt's D'ble Seamer.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Shoes.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Resin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
Wire--Annealed.
Wire--Bright.
Wire--Coppered.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.



Pat. March 8, '98. Other pats. applied for.

STRONG. SIMPLE. BEST MOUSETRAP.
EASY TO BAIT. SELF-SETTING.
...Good Profit for Jobber...

JOHN M. MAST,
Patentee and Mfr., LANCASTER, PA.

C. B. CORWIN, Sole Export Agent,
15-25 WHITEHALL ST., NEW YORK.

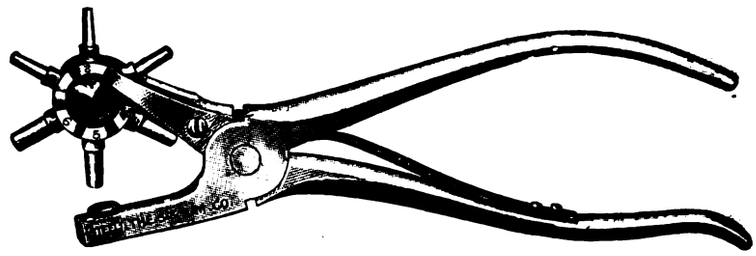
A PROFITABLE MEDIUM TO ADVERTISERS.

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.



Manufacturers of

Cycle Wrenches, Belt Punches, Padlocks, Toe Clips, Coasters.



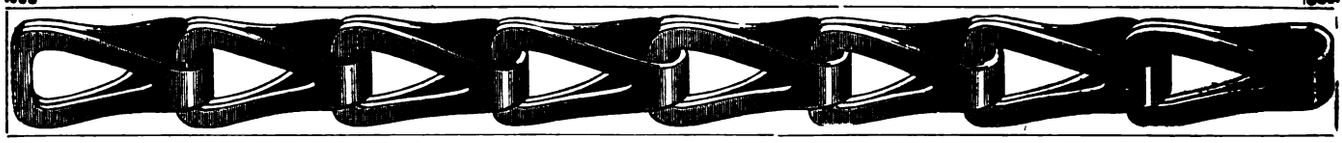
Sash Chains,

in . . "Giant Metal," Red Metal and Steel.



Closet Pulls and Plumbers' Supplies.

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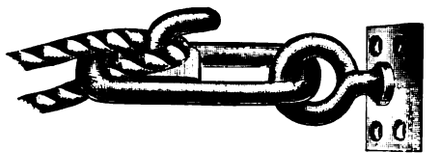


SEASONABLE SPECIALTIES.

"It Cuts Ice."



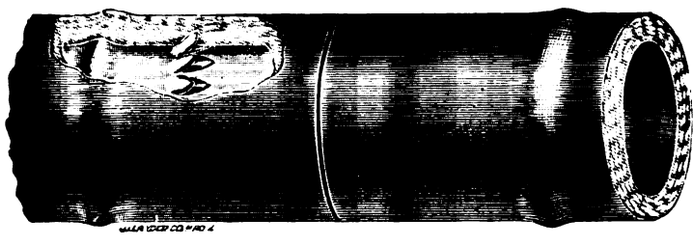
THE "BOSTON" SPRING ICE PICK.





"NEVER SLIP" HAMMOCK AND CLOTHES LINE HOOKS.

THE CELEBRATED COOPER HOSE MENDER.



No.... Special Tools Required.

WRITE FOR CIRCULARS AND PRICES.

JOHN H. GRAHAM & CO., Sole Selling Agents. **113 Chambers St., N. Y.**

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HARDWARE

VOL. XVIII FEBRUARY 10, 1899. NO. 9.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

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L. E. MITCHELL, - - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.

EASTERN MANAGER:
FRED A. CATON, - - 31 Milk St, Boston.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

Changes in prices are constantly being promulgated and every dealer begins to feel as though his stock of goods was once more in a proper shape on which to anticipate profitable results.

The large buyers, of course, have already protected themselves, in a way, by booking their anticipated wants for the coming season, as near as possible to the lowest quotations that were current before the boom began; with each successive advance their complacency has been strengthened and their eagerness for an early delivery made positively sure, has daily increased.

The manufacturers are in a condition where in consequence of their order books being filled with requisitions for their wares taken at low prices, every new discount sheet showing advances in prices seems to benefit the jobber more than themselves, the influence on their business being in the future; but the best effect expected from the present state of affairs is, that later in the day the trade will be prepared to purchase at a nominal advance, and the turn in the tide of industrial prosperity will be felt and realized for the first time in years.

This diversity in prices, as compared with a few months ago, is of a character easily explained and intelligently accepted. The largely enhanced values of all the many and various metals entering into their manufactures is information widely known, and its effect upon the Hardware market readily understood. This has the effect of making the usual objection on the part of buyers to any increase in cost, much milder in statement and less strenuous in settlement than has usually been the case.

It is natural to expect that consolidations of competing interests of a character like that of the American Steel & Wire Co., controlling so completely the output of a product so greatly in demand, should keep up a well-developed fear of their power in making small but frequent changes in quotations, and the formation of rigid rules which compel the laying in of larger stocks than usual, in order to avoid the compulsory warehouse conditions by which the manufacturers for so long a period have carried the stocks for the dealers. With every change in price at which orders are booked, a new price in a few days enables the dealer to see an additional profit, and creates a feeling of satisfaction that he is ahead of the game just that much.

Business appears to be at present in a condition of healthy activity. Stocks having been in a contracted state for inventory purposes, the demand to make them full and complete anticipatory of a lively Spring trade, is honest and genuine. The prospect of a constantly higher range of prices before the buyer makes that important individual, just now, stop the usual bluffing and get down to business, otherwise he will miss an occasional "something to his advantage."

It is a very poor time for long correspondence regarding such goods into which copper, tin, lead and spelter enter largely, as the fluctuations upward in those metals especially, have been of a trade-demoralizing character, the fear constantly prevailing that goods may be sold by the dealer at a profit-bearing price at which perhaps it would be difficult to replenish his stock.

While many goods enumerated among iron and steel wire products have been held very steady under augmenting orders at prices slightly stiffer than had heretofore ruled the market, the strong probability remains that prices named this month by the American Steel & Wire Co. will furnish a good reason for insisting on higher prices all around in these goods. New quotations based on conditions like these create a lively demand for full stocks of goods, but under a pressure to shade the current quotations, largely in the interest of the purchasing jobber, who is willing for the first time in a long while to place on his shelves a full season's stock, the impetus which is given by these conditions for full stock purchases, will prove the one thing needful to bring the trade back to its former conditions of health and prosperity, and will produce satisfactory business relations with the rejoicing manufacturer that will make it unnecessary for the latter to make the competition so hot over the territory legitimately covered by the jobbers' representatives.

Two Bills.

There are two bills before Congress which are so pregnant with results to our commerce, that they rank with the appropriation bills and those applying to our army and navy and foreign relations, and under no circumstances should fail to pass at this session. We mean the Merchant Marine and the Nicaragua Canal bills—twin sisters in carrying our flag and our products to all parts of the world. They are bound to come, and why should not the present Congress have the credit of passing them? It has been a great Congress. Without regard to party it pressed a humanitarian war issue to the front, temporarily multiplied the army ten-

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fold, supplemented the navy with an improvised marine militia and passed a war revenue bill which created the revenue to pay for it all. Now let it crown its achievements in war with two measures which will make our success in peace equally notable. It is no time for indulging in party traditions or petty statesmanship. The Merchant Marine bill is the result of the best thought of the best minds on that subject. The Morgan Nicaragua Canal bill is equally so as regards that measure. Neither is entirely satisfactory to all the various factions and interests. Some think the Merchant Marine bill does too much for some interests —some too little. Some would wipe out the pioneers who put their money into digging the transcontinental ditch which will unite the great waters of the Atlantic and Pacific oceans. Such objectors are petty partizans and are unworthy of a nation which is destined to lead the world in the march for commercial supremacy. For the first time labor and capital seem to be in unison for these great industrial measures. The National Board of Trade, the Manufacturers' National Association, the United States Export Association, the National Federation of Labor, and the Knights of Labor are a unit on these measures, which will keep our mills and factories running and furnish continuous employment for American labor and American capital. Capital, which is proverbially timid, has hitherto held back from marine and foreign investments because the risks were too great. It is now ready to try them. Shafter, Merritt, Wheeler, Lee, Roosevelt, Dewey, Sampson Schley and other Americans, down to "the men in the engine rooms" and "behind the guns," have been doing their part. Will the Fifty-fifth Congress discourage the present disposition to go ahead and lead the nations in the world's industrial march? We don't believe it will.

Go Slow!

On some goods the advances would seem to be too rapid and frequent to prove of permanent benefit until after the cheaper bought stocks are out of the market. There is always a temptation on the part of the wholesaler to cut the current prices of the manufacturer when opportunity is given; and the manufacturer has a similar temptation in preferring to hold back delivery on stocks booked at old prices, while he, on his own account, is filling more recent orders taken at a comfortable advance.

Should the upward trend in prices have no solid justification, the trade soon discovers it, and the rapid unloading of any excess of their normal stocks by the jobbers soon demoralizes an otherwise satisfactory state of business that should never have known any such alternative. Let us hope that the encouraging outlook of to-day for steadying a trend in trade that for many seasons past has been holding orders back for a constantly recurring lowering of prices, has passed away for good, and that stability in prices and honesty in business methods will govern the markets of the future.

The Ames Sword Co., Chicopee, Mass., have issued a four-page leaflet illustrating and describing their specialties, among which are mentioned front forks, rear forks, rear stays, handle bars, seat posts, bicycle revolvers, Perfection bicycle padlocks, endless silk sewed polishing belts, etc. The articles are nearly all illustrated.

"Before Taking" and "After Taking."

We refer to what our friends, the blacksmiths and horseshoers "take." Strong things are in their line, and one of their strongest is their chief tool, the horse rasp. The Kearney & Foot Co., the file makers, have had much experience with this trade and have friends by the thousand in it. There is no harder friendship to make than with our muscular friends who have stood for so many years "under the spreading chestnut trees," and there is no clan more loyal and steadfast when once gained as a friend. The Kearney & Foot Co. vouch for this, as it has been their experience during the past fifteen years, for which they have been in touch with the horseshoers with the K. & F. horse rasps. The reputation of these horse rasps has made an almost infinite number of horse rasp users much better physically, financially and morally (no "cuss" words are heard when K. & F. rasps are used), "before and after taking" the K. & F. rasps.

The "secret" of the popularity of these goods is found at the factory. It is, because the rasps are uniformly correct—the steel is the best rasp steel that can be procured, and the same stock has been used continuously for years, hence, a familiarity with its working on the part of all the file men coming in contact with it—the forger or shaper, the "cutter" and "puncher," the temperer, all being most important parts of the "secret."

The Kearney & Foot Co. are glad at any time to quote prices on these rasps. Their office is at Nos. 100 and 102 Reade Street, New York. The rasps are made in two factories, at Paterson, N. J., and Kent, Ohio.

The Warren Goods are Photographed.

The J. D. Warren Mfg. Co., Masonic Temple, Chicago, Ill., who describe themselves as "expert designers of Hardware shelving and correct arrangement of stock"—which description is adequately carried out by the appearance of stores in which they have been let loose to do their will—have complimented *Hardware* by the presentation of a handsomely framed representation which is called "The Hardware Merchant's Dream Realized." This shows, in something short of life-size, specimens of Warren's patent glass front drawer sectional Hardware shelving, which is manufactured in interchangeable sections of exactly the same length. It is needless to go into detail as to the various boxes, shelves, drawers, cabinets, etc., here displayed, as there is probably not a Hardwareman in the country who has not seen some establishment fitted up in an artistic and high-class manner with these latest productions of modern art.

A New Putnam Nail.

In order to meet the demand for a first-class nail with a sharp point, the Putnam Nail Co., Neponset, Boston, Mass., have put upon the market a Hot Forged Nail made by the same process and of the same material as the celebrated Putnam Nail, but with a sharp point and stiff blade instead of it being hammer-pointed.

We understand that it has proved to be a good seller, the treasurer informing us that they are at present working on advance orders.

The Cleveland Stone Co., Cleveland, Ohio, always hit the mark when anything original is desired in the way of advertising material. Their latest hanger illustrating the Schofield Bi-Treadle Grindstone, is amusing, satisfactory, and, above all, instructive. It shows a descendant of one o the chiefs of the Philippine Islands, presumably, engaged in putting a fine edge upon his employer's saw, and with the aid of this bi-treadle, the work is being so easily done that the saw is receiving deeper teeth than was expected or intended. The hanger is handsomely finished in colors, and makes a very attractive addition to any store.

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A "HARDWARE JODDERS'" NUMDER.

OUR ANNIVERSARY ISSUE OF APRIL 10, 1899, WILL BE DEDICATED TO THE

HARDWARE JOBBERS OF AMERICA.

It will be Handsome, Artistic, Timely, of Permanent Value, and will go into the hands of the Jobbers of the World.

On April 10, 1898, the Eighth Anniversary of the founding of *Hardware*, we published the largest, handsomest and most artistic number that was ever presented by anybody, anywhere, to the Hardware trade.

It was devoted to the Hardware Associations of America; was read by everybody; went into every corner of the globe; was laid away for preservation and future reference by the majority of its readers; and won golden words of commendation from the trade.

This great number is to be duplicated on our Ninth Anniversary of April 10, 1899.

The special branch of the trade to which it will be devoted may be learned from the following title, which will appear upon the cover of that issue:

"HARDWARE JOBBERS' NUMBER."

This seems to us to be the most timely subject that can be chosen, now that the questions touching upon the jobbing trade are being so generally discussed, and so many points continually raised as to the exact status of the jobber before the trade; the extent of his influence; his proper sphere of endeavor; his relation to the manufacturers on the one hand, and to the retailers on the other; his restrictions, and the temptations that beset him in securing trade; and various other points of vital importance that touch upon his very existence, and relate to his status in the future. All these questions, and many more that will readily present themselves, will be fully discussed by men competent to speak for the trade, and who have given serious attention to the themes upon which they have promised to write. Among the many subjects which will be discussed, the following may be named:

"The Hardware Jobber: Has he a Business Future? Is he here to Stay?"

"The Present and Future of the National Hardware Association."

"The Ethics of the Jobbing Business."

"The Hardware Jobber as a Man and Brother."

"The Jobber from the Manufacturer's Standpoint."

"The Manufacturer from the Jobber's Standpoint."

"The Jobber from the Retailer's Standpoint."

"The Retailer from the Jobber's Standpoint."

"The Western Jobber."

"The Eastern Jobber."

"The Southern Jobber."

"The Northern Jobber."

"The Central Jobber."

"The Pacific Coast Jobber."

"The Canadian Jobber."

"The Past of the National Hardware Association."

"Other Hardware Jobbers' Associations."

"The Package and Cartage Question."

"Restrictions as to Jobbing Territory."

"How Does the Jobber's Future Look to a Man in the Corner?"

"Syndicate Buying."

"Fraternity in the Jobbing Trade."

Etc., etc., etc., etc., etc.

In the preparation of our anniversary number of last year, we received the cordial assistance and support of the trade everywhere, and the congratulations which were showered upon *Hardware* for its successful venture into this practically new field, were an ample compensation for the labor and expense involved.

We have already received sufficient assurance that this second endeavor upon the part of *Hardware* will be most earnestly appreciated and endorsed by the trade. We should be pleased to hear from our friends everywhere with such advice, suggestions or information as they can offer for the successful realization of the purpose we have in view.

HARDWARE PUBLISHING CO., No. 143 Chambers St., New York.

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Hardware Notes by the Way.

Business is opening up auspiciously, is the general verdict. The country demand is not as large as was expected by the early rushers, especially not in the wheat-growing sections, for the farmers still hold about 60 per cent. of their grain for higher prices. The grain movements once begun in earnest, the country trading centers will become hives of activity.

The leading pump manufacturers of the United States held a secret conference at Cleveland during the month. They refused to be pumped by the newspaper reporters as to the object of their meeting. As combines are the order of the day, a pump combine would not be in the nature of a surprise.

The jobber is to encounter a new contretemps on the eve of the twentieth century, namely the selling of manufacturers direct to the retail trade. This feature has always existed in some form without causing disturbance, but it is now developing into an evil. The causes are not manifold at a glance, because they underlie modern conditions. As yet they are in the nature of a disaffection between jobber and manufacturer, the former laying the charges of discrimination, bulldozing and cut-throating at the door of the manufacturer, while the manufacturer charges the jobber not only in kind, but frequently classes him as a trifler who must be dealt with accordingly. There has been so much trouble between jobbers and certain manufacturers of late, superinduced by real and fancied causes, the latter were compelled to seek the retail trade direct if they wished to remain in the market. Doing this, the manufacturer must sell low, for the retailers are generally posted, and have the manufacturer at their mercy. The final result is open animosity which not infrequently ends in the defeat of the manufacturer. It, therefore, behooves the manufacturers to maintain the *entente cordiale* between themselves and the jobbers.

The manufacture of nuts by modern process has always been considered a curious achievement, and interested onlookers could ever be found about a nut works where strikers' barricades did not obstruct the sight. But now there is even a difference between the nut machine of yesterday and to-day. The machine of yesterday required four movements in the perfection of a nut, that of to-day only two. One of these machines was recently exhibited in the window of a large Ohio jobbing house, and was kept in operation during shopping hours. It was the wonderment of all beholders, even in its experimental stage. But the machine is a success, and a Buckeye success at that. The question again arises, what's to be done with the operatives it will displace?

When business is slow, advertise the more, is the precept of the master, but it finds few followers in the elementary school of advertisers. When business is good, it is no trick to induce business men to advertise. Thus, '99, with its grand business outlook, ought to be a prolific advertising year.

The manufacturer who egotistically proclaims to the world that his goods sell themselves and need no advertising, will learn at some unfortunate hour that his competitors have advertised him out of competition.

A Western Hardware house bought a large consignment of high class pocket knives, and not finding a ready market among the retail trade, decided to close them out at retail themselves. Every one of those knives was worth a dollar of any man's money, but the firm placed the price at 75 cents all round. This is more than the average buyer would pay for a knife, but this firm succeeded to close out the entire holding at the price named. They went about it scientifically; announcements, merits and demerits were so clearly expounded that the public became at once interested. At the store these merits and demerits were practically demonstrated by knife mechanics. The man with only a quarter to invest went out and raised two more quarters, so striking were the arguments and exhibits.

No man is a magnet without surrounding himself with the elements of magnetism. The most powerful magnet that lies obscure on your shelf is no magnet at all unsold.

Cleveland, February, 1899. J. B. RINDFLEISCH.

"File Filosophy."

"File Filosophy" is the subject of a dainty and at the same time very practical booklet just issued by the Nicholson File Co, Providence, R. I. It treats briefly, and yet comprehensively, of the general classification of files and definition of file terms; the proper methods of handling and using files so as to secure the best results; and a description of the most common files and the ordinary uses to which they are applied, and for which they are best adapted. It thus covers all the points which most interest and concern file-users, and will be found by them a most readable and valuable book.

The book is really an abridgment of the Nicholson Co.'s "Treatise on Files," which was published in 1878, and which has always been accepted by the craft and trade in general as authority on all matters pertaining to files. This treatise is the foundation of much which has been written or spoken about files since its publication, and by adhering to its substance the Nicholson Co. wisely concluded that they would make the "Filosophy" of most service to the file-users of the world. It is in response to a continued demand for this "Treatise," now out of print, that the present "Filosophy" is published. The matter is carefully compiled and edited, illustrated with helpful plates, and altogether affords a most valuable addition to the body of popular literature on scientific subjects. Moreover, its brevity and convenient size render it the more acceptable.

It is a book which all interested in files will do well to procure, and may be had upon application to the Nicholson Co.'s main office in Providence.

The Late John C. Holden.

The sudden death of John Carleton Holden, senior member of the firm of Holden & Robinson, Hudson, Mass., came as a shock to the members of the Hardware trade of Boston. Mr. Holden, whose genial, whole-souled temperament had won him hosts of friends, and had endeared him personally to his business associates, died at his home on Tuesday, January 31st, after an illness of less than one week. Capillary bronchitis, aggravated by other complications, broke down, in this short time, a constitution which promised a long and useful life. The deceased was still in the prime of life, being only forty-six years of age, and was one of the most popular men in the trade. As a token of respect and sympathy to the bereaved family, all business houses in Hudson closed at noon on the day of interment, which occurred at 2 P.M., Friday, February 3rd, and most of the prominent Hardware firms of Boston were personally represented at the obsequies.

The late Mr. Holden was one of the most active members of the New England Hardware Dealers' Association, and his loss in this circle will be severely felt. He was also a member of the following lodges and associations: Doric Lodge, F. and A. M.; Houghton Chapter, R. A. C.; Trinity Commandery, K. T.; Aleppo Shrine, Boston; Hiram Council, R. A. C., Worcester; Hudson Lodge, I. O. O. F.; King Saul Encampment, I. O. O. F., Marlboro; Rawson Council, R. A.; Hudson Grange, P. of H., and the Hudson Cycle Club. For many years he was connected with the Hudson fire department. He was also one of the directors of the Hudson Co-operative Bank. He is survived by a wife and one son.

HARDWARE'S "Prices Current" are reliable.

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THE SALESMEN'S DEPARTMENT---VII.

TRAVELERS' EXPENSES.

There is no advantage in scrutinizing salesmen's Expense Books before paying them, except for clerical errors, which duty naturally falls to the lot of the cashier.

The most satisfactory method of remunerating salesmen for their expenditures is the use of Weekly Expense Books. They avoid a running account with each salesman, save the salesman and the house much annoyance and labor, and tend to make the salesman more business-like. Experience has demonstrated the value of this method to the salesman over the old way of allowing him to draw on the house for a hundred dollars at will, or having him anticipate his needs by making a requisition for this amount, or expecting him to depend upon or use his collections for this purpose.

Too often in the past, with more money in his possession than is usual to-day, the salesman, when desiring a little excitement to relieve the monotony of his life, was easily led into gambling and other vices. This has frequently resulted in the salesman, when pushed for settlement, being discharged for embezzlement, or falsifying his expense account so that the house paid for a large part of the fun, or being called upon by the house to make good the discrepancy from his future salary.

If the salesmen make collections, which are sometimes unavoidable, or are forced upon them by certain customers, they should have instructions to remit the amount immediately to the house, less the cost of the exchange, and it should be credited as if received from the customer direct. Enough have tried, without success, to make a good salesman and a good collector out of the same person, that it should be considered as firmly settled in the negative.

To get all the returns possible from salesmen's salaries and expenses, they should not be hampered with collections. Let them sell goods and allow nothing to interfere with or deter them from their efforts to secure orders. If they undertake to collect for a bill now past due, before soliciting a customer's orders, the customer is very liable to say, "Trade is dull; I don't need much anyhow; I guess I'll not buy anything to-day. I'll wait till your next trip." He really means he will save his wants for the salesman who is not a collector. If the salesmen pursue the opposite course, for fear of vexing or irritating their customer, and say nothing about the past due account the house wants them to collect, until after they have sold him all the goods they can force upon him in order to increase their sales, then the customer will very often say, "You had better just cancel this order; I know my credit is good with your house, but they evidently want their money or they would not have asked you to collect it. You know this is a season of the year when it takes all I can scrape together to pay freights, etc., and my customers cannot pay me until they have realized on their crop. I have to be lenient with them, and I am a little surprised, in view of what I wrote the house, that they should give you the statement."

These customers, while they may afterwards take a more sensible view of the situation, and realize a jobber or manufacturer cannot pay all his bills with promises, and that he is not in the banking business, will gradually give their business to the house which does its own collecting.

Each Saturday night the salesmen should foot up their Expense Books in which they have entered the cost of each item of expense, and send them along with their orders. The best time, and the safest for all concerned, to make the entries of expenditures is on the spot. They cannot be deferred longer than twenty-four hours without errors being made, which may cause the salesman trouble. The Expense Books will be paid by the cashier promptly, and charged to Traveler's Expense. By the following Wednesday the drafts for the preceding week's expenses will be in the hands of the majority of the salesmen. After the middle of the week, when all the books covering the preceding week's expenses have been paid and turned over to him, the manager should scrutinize them carefully, calling the salesmen's attention to any inconsistencies and instruct the cashier to deduct the amount from the salesman's next book.

The salesmen who always makes all charges plain, do the work neatly and seem to try to make their expenses as light as possible, without detriment to their sales, have a warm place in the manager's admiration. The manager does not forget to tell the salesmen so occasionally, nor to mention it to the president some time when the matter of salesmen's expenses is under discussion. The manager should insist upon the salesmen putting all items under their proper head, and inform the salesmen that the words which cover a multitude of indiscretions, namely, incidentals and sundries, don't go with this department. He is glad and willing to depend upon their good judgments in investing a dollar occasionally, where the house will get two dollars in return, but they must specify what it was spent for and with whom. The jobber and manufacturer like to know who of their customers are approachable by this method and whose trade is easier purchased with these things than with low prices.

The salesmen who have traveled the same route for a number of years should be allowed a stated amount for each day they are at work away from home, based on their average expenses per day in the past. They should be instructed to use a "Weekly Report," in which they advise the house at the close of each week of the number of days traveled, which will be paid the same as Expense Books. This method will please the older salesmen, and nothing will be lost in adopting it. CHARLES W. EMERY.

Formerly, St. Joseph, Mo.;
Now of the Van Camp Hardware & Iron Co., Indianapolis, Ind.

In the early history of our country, about 1650, among those who were known as a principal, skilled mechanic and machinist, was Joseph Jenks, a native of Hammersmith, near London, England, who was held in high estimation for his extraordinary ingenuity as an artificer, and many of his descendants to the present day have occupied prominent positions in civil life, and in relation to the industrial arts of the country. Of this early mechanician, who was the Tubal Cain of New England, Mr. Lewis, in his history of Lynn, Mass., remarks: "Joseph Jenks deserves to be held in perpetual remembrance in American history, as being the first founder who worked in brass and iron on the Western Continent." By his hands the first models were made, and the first castings taken of many domestic implements and iron tools. The first article said to have been cast was a small iron pot capable of containing about a quart.

Keys of bronze and iron have been found in Greece and Italy dating from at least the seventh century before Christ.—*Exchange.*

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How to Get the Most Work Out of a File.

In the series of practical talk on file work, now being prepared for the Arcade File Works, No. 97 Chambers Street, New York, the above subject is given considerable attention. We are pleased to make further extracts in advance of its complete publication:

ARTICLE IV.

In selecting a file for any piece of work the form and position of the work surface must determine the shape and

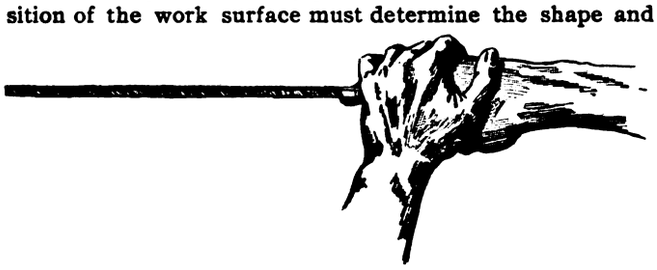


FIG. 9.

size of the file to use. The hardness of the metal and the amount of stock to be removed, together with the quality of the finished surface that is desired will determine the degree of coarseness in the cut of the file used.

If the surface is a flat one, the hand file, the curvature of the sides of which make it best suited to such a surface, or its immediate associations, the flat, mill or pillar files, will be used. The length will depend upon the extent of the surface, files shorter than 8 inches being used only on

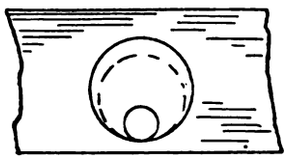


FIG. 10.

very light work and for the heaviest work seldom exceeding 18 inches in length.

If the surface is an interior one, as is the case with the walls of a mortise or key-way, the pillar or square file will usually be used. The pillar file provided with one safety edge is best suited to this work when the dimensions of the work will admit of its use. The extra narrow pillar can usually be used in any slot in which a square file of same length can be operated. If the opening is very narrow a



FIG. 11.

warding file may be advantageously used. As this file is very thin and of equal thickness from point to heel, the operator must depend on springing the file enough to give the required curvature for true filing.

In filing square or round holes as large a file as can be freely operated in the openings should be used, and if very small, a slim square or round may be used, which gives the same file length, but smaller cross-section, thus enabling the use of the longest file possible. If the hole is short as

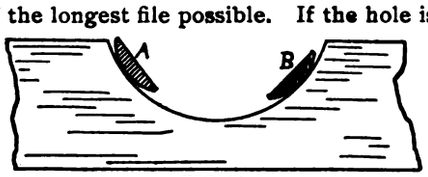


FIG. 12.

compared with the length of the file, the latter may be held at point and handle and still allow enough length for a suitable stroke. When, however, the hole is a long one, the file must be held as shown in Fig. 9. If the round file is materially smaller in diameter than the hole it is enlarging, as shown in Fig. 10, it will be difficult to keep the hole even approximately round; but if larger, as shown dotted, better results can be obtained, inasmuch as the arc of contact is very much greater. Ordinarily, work of this kind does not require great circular accuracy.

When the curvature becomes too great to admit the use of the round file, the half round takes its place. With the larger circles it is not possible or even desirable to have the round side of the file fit the curve, but the results required are in such a case obtained by giving the file a side sweep on the forward stroke. Thus in Fig. 11, when the

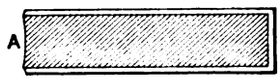


FIG. 13.

file is given only a back and forward motion, it is impossible to maintain the smooth curve, but if, as shown in Fig. 12, the file is swept sidewise on its forward motion from A to B, and after every few strokes reversed, so as to give the sweep from B to A, thus causing the file marks to cross each other, true work can be obtained. The file should, as with the hand file, be well curved in its length, so that any portion of the surface may be brought into action. It should be given a slight rotation in the hand as it is pushed forward in order that the same high spot may be cut through the entire stroke.

Although square files are not usually provided with a safety edge, it will frequently be found desirable in using them on fine work to order them with one side safe, or if the file is in stock one side can be made safe by grinding off the teeth. Any new file having a safety edge should have the edge passed over an emery wheel or grindstone before depending on it for safety, since in the cutting of the sides the stock is expanded over the edge, making it slightly concave, as shown at A, Fig. 13. Although the points of the teeth do not, in cutting, form out full over the safety edge, the roots do, and are very apt to injure the surface the safety edge is expected to protect. The application of the safety edge is shown in Fig. 14 when it is desired to file the surface A without injury to B. The figure serves to show the many places in which this edge is of great

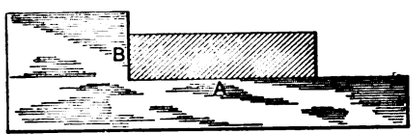


FIG. 14.

value, not only in protecting surfaces, but in the saving of time resulting from the smaller amount of care necessary in using the file.

As we have already informed our readers, the book, when complete, will be sent free to any dealer of files, who sends his name and address to the Arcade File Works, No. 97 Chambers Street, New York.

Magnolia Metal Co. Win.

We learn with pleasure that the protracted law cases which have been pursued in England by the Magnolia Anti-Friction Metal Co., Limited, the London branch of the Magnolia Metal Co. here, in defense of their rights to their celebrated brand, and their business, has been decided in their favor against:

John Sugden, W. E. Watson, A. G. Brown, the Atlas Bronze Co., Limited, and the Atlas Metal Co., Limited, and others who were enjoined respecting patents—trade marks—and from engaging in any anti-friction metal business, with costs and damages.

The text of the decision, as it appears in the English papers at hand, is very severe and sweeping.

We congratulate the Magnolia Metal Co. upon this result; the cases have been prosecuted with great vigor, and, no doubt, large expense, but it is of value to Americans registering under and appealing to English laws, to know that they do and will protect when properly appealed to.

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THE NEWS FROM NEW ENGLAND.

The numerous burglaries constantly occurring in and around Boston was the subject of a moral by a representative of a well-known manufacturer of locks and building Hardware. While it is conceded that the ubiquitous and wily burglar usually rises to the emergency presented by intricate and strongly made locks and fastenings, it is also self-evident that the more difficulties in the way of a forced entrance, the greater is the chance of discovery. But the ease and security with which the gentlemen of this profession have been operating recently would seem to justify the statement of this representative that a large percentage of the locks and catches used in contract buildings were of the flimsiest kind, and designed for ornamentation rather than as a safeguard. In support of his contention, he related the case of a man whose architect had told him to use a certain grade of locks and window fastenings. Upon being cautioned against this quality of fittings, and advised to purchase a higher class of goods at, of course, an advanced price, he replied that his architect knew best what was required, and that he was satisfied with the latter's judgment.

"Well," remarked the representative, "I suppose you are a married man. Now, in simple justice to your wife, you should caution her to move the washstand, table, trunks and any other loose furniture against the door when she retires. These goods will prevent the wind blowing the door open, or the servants from entering unannounced, but they are not designed for anything more."

The buyer remained unconvinced, and several months passed before he returned. With blood in his eye, he ordered a complete new outfit of locks, window-fastenings and catches, remarking his economy had cost him about two thousand times the value of his original order. The burglar had come and walked through his house as though the doors and windows had stood open to welcome him.

At the Poultry Show just terminated in Boston, Joseph Breck & Sons have had an extensive exhibit of Prairie State Incubators. During this exhibition about 2,000 chickens were hatched, while about 8,000 in all have been hatched at the twelve different exhibitions attended throughout New England this season. Mr. Breck states that they have placed nearly one thousand of these incubators during the past year, and that the demand is constantly growing. Some idea of the value of the hen and hen products is gained from a statement of the amount of this business in a neat book on the use of incubators issued by this firm. Last year's revenue from chickens and eggs in the United States is given as $290,000,000, exceeding the wheat crop by $53,000,000 and the cotton crop by $31,000,000.

The American Line Grip Co. have moved from No. 26 Milk Street to No. 10 Alden Street, Boston, where they have more commodious offices than at their former address.

Randolph & Clowes, Waterbury, Conn., who for the past two years have carried a stock at Nos. 143 and 147 Oliver Street, Boston, have decided to retain only an office here in future. It has been found that having a stock here has not added materially to the sales in this market, and that the demand can be supplied equally well from their headquarters. A representative of the firm, in an interesting talk on copper and its various uses, stated that 60 per cent. of the total output of this metal for 1898 had been shipped to foreign markets. The use of copper in building has doubled in the past ten years, while in the plumbing trade its consumption has increased four times. Some idea of its enormous use in building may be conceived from the fact that 450,000 pounds of copper were used on the roof of the new South Station just completed in Boston. The bullish tendency of copper has resulted in the advance of seamless brass and copper tubing three cents per pound, and it is expected to go still higher. The inevitable result of the present high price of copper will necessarily be a large reduction in its use where other metals can be substituted, and this in turn is looked to, to bring its price down to its normal condition.

A statement recently appeared in the daily press to the effect that the Boston Belting Co. had been included in a recent amalgamation of the rubber interest. This is flatly contradicted by the firm, who state that they are not in any consolidation and are not prepared to enter any combination.

Hathaway & Sampson, Plymouth, Mass., have recently added a stock of Hardware, stoves, etc., and request manufacturers to furnish them with price lists and catalogues.

The Calumet & Hecla Mining Co. have placed with Chandler & Barber, Boston, an order for a number of tool benches designed for manual training purposes. The Mining Co. have presented these benches to the school children of Calumet, and, it is understood, will also furnish the necessary tools and appliances for a complete manual training school there.

F. A. CATON.

Boston, February, 1899.

As early as May, 1655, a patent was awarded Joseph Jenks, of Lynn, Mass., for seven years for an improvement in the manufacture of scythes "for the more speedy cutting of grass." The innovation consisted in giving greater length and thinness to the blade, and in welding a bar of iron upon the back, to stiffen and strengthen it, as in the modern scythe. This was an essential improvement upon the old form of English scythe, which was a very clumsy instrument, short and thick, like the bush or bramble scythe. In fact, but little radical change has been made since in the form of this agricultural implement. Joseph Jenks died in 1683. Of his sons, Joseph, the elder, after living for some time in Lynn, Mass., removed to Pawtucket, R. I., where he erected a forge; and two other sons went, we believe, to Boston, where Samuel Jenks & Son carried on the blacksmith business on Gardner's Wharf previous to 1789; and John Jenks had a store at No. 39 State Street at the same time.

The Cleveland Twist Drill Co., Cleveland, Ohio, with New York salesrooms at No. 99 Reade Street, announce under date of January 25th, that E. G. Buckwell has been engaged to take charge of their sales department. They add: "We trust his long experience as a traveling salesman, and later as a business manager, will greatly increase the efficiency of our office force, and enable us to give all orders and correspondence prompt and intelligent attention."

"The way of transgressors is hard,"
As they stumble along 'neath their loads;
And they ought to unite and all work with their might
And help us in getting good roads.

—*L. A. W. Bulletin.*

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Ohio Hardware Association.

A special effort is being made to interest all the retail Hardwaremen of Ohio in the Ohio Hardware Association, which has been continued for several years with such great success. The annual meeting will be held at Toledo on February 22nd, and as an incentive to be present at that gathering, and to become members of this great Association, the following letter has been issued to the entire trade over the signatures of the executive committee:

"We are all looking for business points and better ways of getting at business methods leading to the betterment of our trade. As merchants, we must either progress, stand still or go backward. The Ohio Hardware Association was organized a few years since in the belief that it would lead to the betterment of the trade throughout the State; that it would bring to us final correction of the many abuses that exist among the trade; that it would allow us to know men and methods it had not been one's privilege to know otherwise. The four years of its existence demonstrate beyond a doubt that the benefits of such an association far outclass and outweigh the small membership fee, the slight expense in attending and the loss of time in meeting and associating with the best set of men in business to-day. We have grown in numbers each year—not as largely as we could wish, but it has been a healthy growth. It is the purpose of this letter to you to still further add to its growth, in the addition of your firm to membership.

"We want your name and the strength that goes with it. From this strength in numbers we will in time be able to secure all we ask for. It is not necessary to say to you there is the added pleasure of meeting other Hardwaremen. That goes without the saying. Neither is it necessary to assure you that each one of us can gain something of benefit from the ideas of others. What is there to prevent your joining us? Other dealers throughout the State have come with us who were at one time positively antagonistic to an association, and have gone away with the avowed intention of never missing another meeting. We have letters of congratulation and of encouragement from members all over the State. There must be merit in an association that numbers a great many of the strong, progressive Hardware firms on its roll. It is just as beneficial, too, for the small dealer as the large one; just as good for the general store as for the one labeled 'strictly Hardware.' The brain of the trade all over these United States is rapidly centering in the various retail associations of each State. The thoughtful dealer from all quarters is adding his name to the roll—that is why we ask for and want yours. One member wrote us this summer: 'While attending your February meeting, I gathered a pointer on collections that I took home with me and made use of, and to date, have collected $63 00, and have added security to twenty-seven other accounts, none of which had I been able to handle by any method I had known.' We faithfully believe the expense is as nothing compared to the benefits derived. Another writes: 'I can see no direct results to my business, but am going to every meeting, if only to meet and know the dealers in the State.' Another says: 'I made a friend of a former enemy and competitor while in Columbus, whom I had misjudged, and all because I had not made it my business to know him Now we aid each other in many ways and are fast correcting the abuses that exist.' So it is from everywhere, and this is the feeling that grows with each meeting. Come to Toledo with us on February 22nd. We know you will not regret this trip. The people of Toledo will do much for us, and we predict the Association will do enough for you to bring you again.

"Every member of our executive committee signing this letter, from his own knowledge, experience and benefits, pledges you faithfully that there will be enough of benefits accruing to more than offset the expense and loss of time. The membership fee is but $3.00 Send it in now, to John F. Baker, secretary, Dayton, Ohio, or bring it with you when you come to Toledo. It is all the same now or then, as membership dates from the meeting—but come. We want you. We need you. The benefits are for all of us. Once more, with good wishes, we trust the 22nd of February will see you one of us.

W. A. REMY, Mansfield, O.
O. M. SCOTT, Marysville, O.
LOU F. STAHLER, Waverly, O.
FRANK HARRISON, Toledo, O.
W. P. SCOTT, McConnellsville, O.
GEO. M. GRAY, Coshocton, O.
C. C. FOUTS, Middletown, O.
Executive Committee.

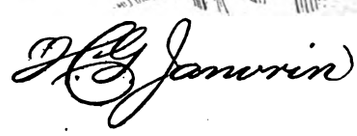
Hiram G. Janvrin.

The announcement is made of the withdrawal of Hiram G. Janvrin from the firm of M. C. Warren & Co., No. 9 Dock Square, Boston.

Mr. Janvrin is well known and widely respected in New England Hardware circles, and his withdrawal from active interest in the trade would be regarded with regret by his many friends.

His entry to the business occurred in 1867, when he accepted the position of bookkeeper with this firm; and from





that he rapidly rose to buyer and confidential clerk, which duties he discharged for many years.

At the death of M. C. Warren in 1890, he entered the firm of Wm. H. & Chas. B. Warren, and became general manager, buyer and credit man. Charles B. Warren left the firm in 1893, his interest being assumed by the two remaining partners, and from now on the firm will be continued under the same name by Wm. H. Warren.

As a member of the New England Hardware Dealers' Association, he has always occupied a prominent position, having been its first president, and having had the honor of a second term. His many friends, among whom his name has become a synonym for integrity and fair dealing, will be pleased to learn that he has arranged to continue in the discharge of his usual duties in connection with the new firm.

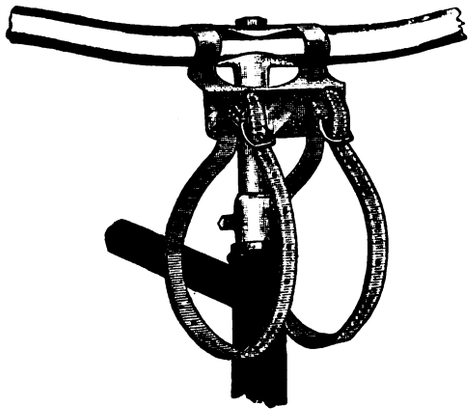
We have received from the Garrett Engine, Boiler & Machine Works, Garrett, Ind., a catalogue of their Model gas and gasoline engine.

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NEW GOODS AND SPECIALTIES.

Hall's Tourist Parcel Carrier.

Edwin B. Stimson & Son, No. 31 Spruce street, New York, are placing upon the market "Hall's Tourist Parcel Carrier," which will be found to be a very useful article for



the purposes intended by its use. We give an illustration which will convey an idea of its great utility. It is made of spring steel which, being tempered in oil, enables the manufacturer to warrant that it will not break or get loose. It will carry any style of camera or package in a perfectly steady manner. Can be adjusted instantly by simply pressing the springs down on the handle bar; can be as readily removed by placing the fingers under the ends of springs; can be pulled upward withaut loosening the package. When not in use it can easily be placed in tool bag or pocket. The many advantages which this carrier possesses over similar devices will readily be observed by the practised eye of the wheelman, for whose more especial use it is designed. The manufacturers will send a sample by mail for 40 cents.

The "Invincible" Ice Scale.

The new "Invincible" Ice Scale shown in this connection is being placed on the market by the Pelouze Scale & Mfg. Co , Nos. 133–139 South Clinton street, Chicago. It is described by the makers as "containing all the good points of other scales," and in addition "is meeting all the requirements demanded of the ice trade of this country." The following points are made in its favor: "It is accurate; is unbreakable; is so constructed as to relieve all strain; both the ring at the top and hook are swivel; the dial is aluminum, with distinct black figures; owing to its construction, when a weight is hung on the scale, together with the usual momentum of rough handling, the index is not retarded, but is allowed to go the full distance of combined weight and force, after which it will immediately adjust itself to exact weight; if for any reason the index should ever register below zero, it can be quickly adjusted by removing cap at bottom and raising index arm, thus insuring a permanent scale." The manufacturers further state that this scale is recommended and highly endorsed by the largest ice companies, and they will be pleased to furnish prices on application.

Covert's Steel Carriage and Wagon Jacks.

The Covert Mfg. Co., West Troy, N. Y., are successfully placing upon the market two articles, which are herewith illustrated. The first is the Covert Steel Carriage Jack,

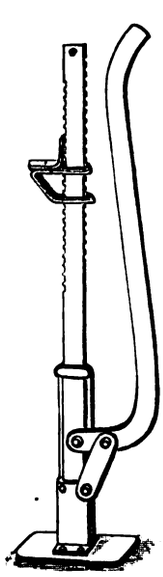


FIG. 1.

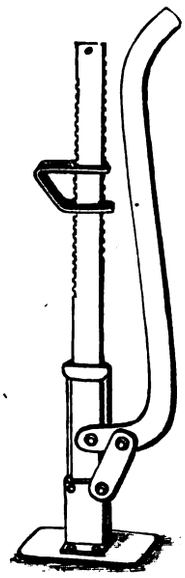


FIG. 2.

(Fig. 1) which weighs six pounds, and is described by the makers as large in size, and as perfectly fulfilling the requirements of an article of this character. Its power is expressly dwelt upon, as it will lift one thousand pounds. The step is leather covered, thus effectually preventing the metal coming in contact with the axle and marring the paint. The step being movable it can be readily adjusted to the height of any axle. It has a direct perpendicular lift, without any horizontal or oscillating movement so objectionable to some jacks. The Covert Steel Wagon Jack (Fig. 2) is described as possessing the good points of the other, and ia made especially for heavy work. It weighs ten pounds, and is very powerful in its action. It will lift over two thousand pounds, and is warranted to give satisfaction, and is of the same design as the Covert Carriage Jack in its features.

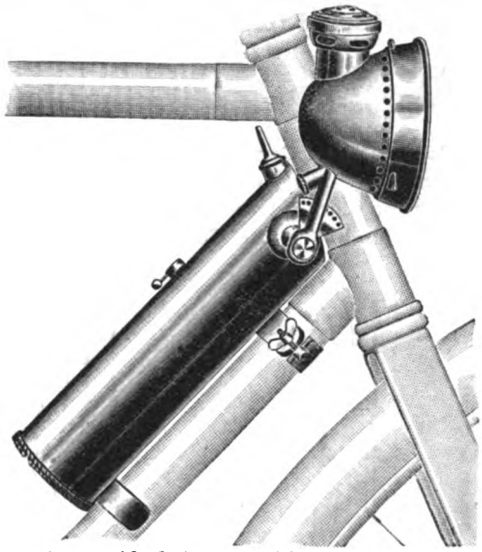
Improved New Departure Acetylene Lamp.

The Jos. Lucas & Son Co., Bristol, Conn., who are always endeavoring to improve the line of goods which they manufacture, seem to have succeeded in this endeavor in the article which we herewith illustrate. Their New Departure Acetylene Lamp, in its improved and modified form, retains the general style and inherent principle, but radical improvements have been made in details of manufacture which bring the "New Departure" still nearer perfection. As will be noted, the separation of the generator and gas chamber from the combustion apparatus is the dominant principle, insuring as it does cool gas supply to the burner and safety from over-heating, as in cases where the burner and generator are in close proximity. The in-



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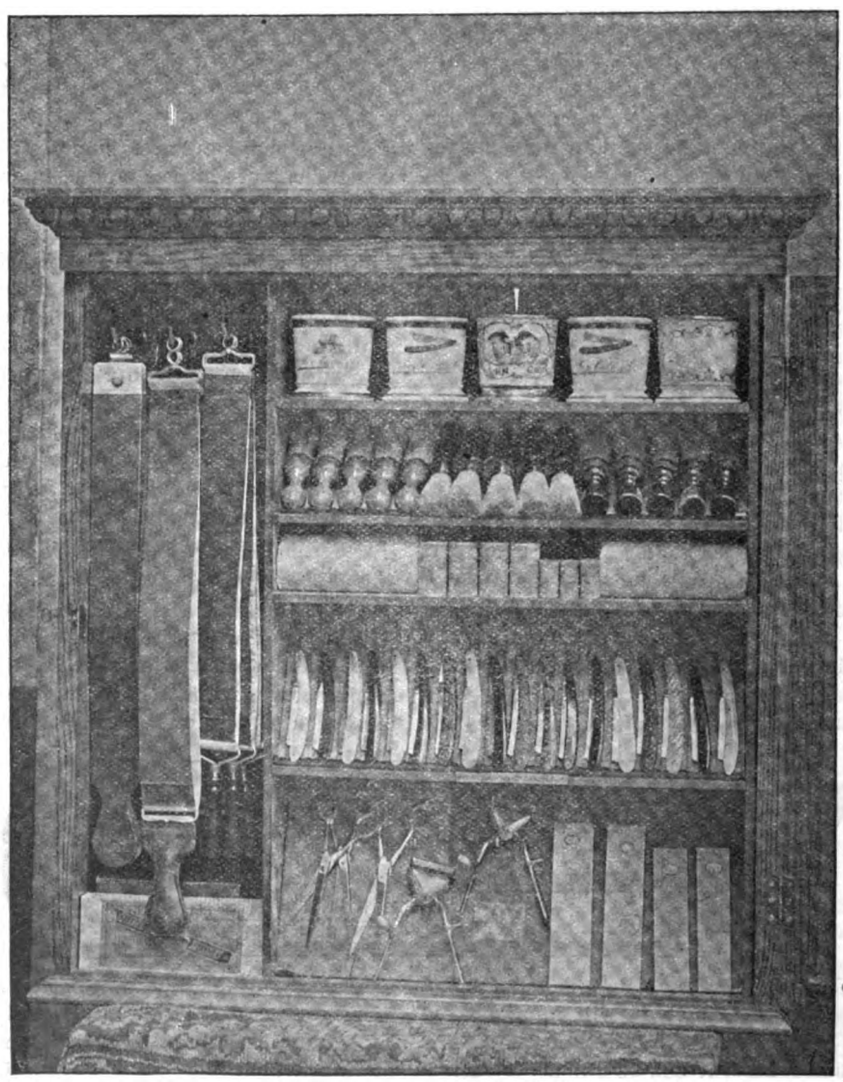
terior of the generator is divided into two equal compartments, one forming the carbide receptacle and the other the generator or chamber for gas supply. The makers say:



"The gas is purified by 'washing,' thus securing the highest illuminating power with the least gas. The generator is regulated by turning a small lever, and this lever is firmly and automatically locked into the desired position. This regulation may be performed while riding, if desired, so simple is the operation. This allows the generation of gas, which then passes into the storage chamber, from which it is automatically supplied to the burner, as required. The burner is housed in a parabolic reflector, designed after the most approved principle, to concentrate the light rays at one point, thus securing a very dazzling and brilliant light, and one which can be plainly seen at a great distance. This reflector is pivotally attached to the gas main, and may be adjusted to project the light at any angle. Provision is made for simply, quickly and effectively clearing the burner and gas chamber from any dirt or deposit. Underneath the reflector hood and projecting backward will be seen a small nipple which is fitted to receive the tubing of the hand or foot pump. Attaching the pump and forcing the air through will effectively clean the passage from all obstructions. The generator is finished in finest full nickel plate, or may be enameled to match color of bicycle frame. Attachment is easily and quickly accomplished by a single clamp screw. The reflector and hood are finished in full nickel, and the whole makes a handsome and neat appearance on the wheel, while the weight is exceedingly small. Loose, or broken, carbide is used, no special form of charge is necessary, and for convenience, reliability, safety and economy, it is unsurpassed." The New Departure is manufactured by the Joseph Lucas & Son Co., Bristol, Conn., whose well known reputation is sufficient guarantee for all that is highest grade in materials and workmanship. It is supplied to the trade by John H. Graham & Co., No. 113 Chambers Street, New York City, from whom, or the makers, any information may be readily obtained.

The "Fox Tonsorial Cabinet."

The Fox Cutlery Co., No. 24 Hudson Place, Hoboken, N. J., are placing before the Hardware trade a specia



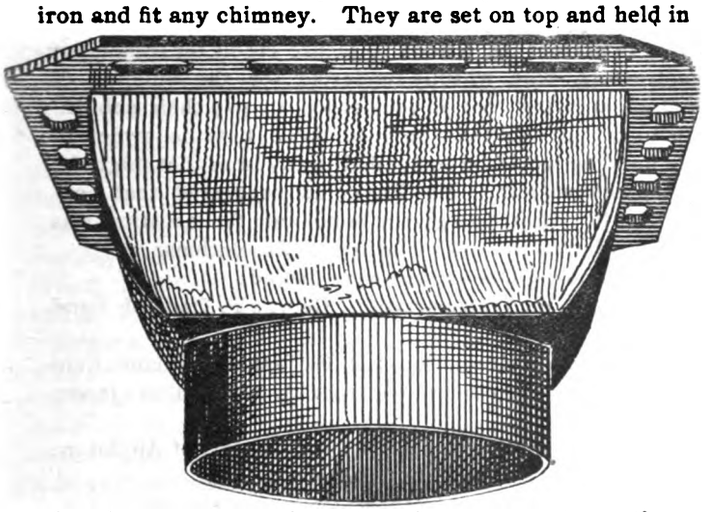
cabinet for the purpose of displaying in an attractive manner an assortment of such toilet accessories as make the name of "Fox Tonsorial Cabinet" very appropriate. Every dealer knows how profitable a line of such goods can be made by frequent sales, and to present them to the

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customer in a way to induce the purchase thereof, has been made the subject often of considerable thought. The Fox Tonsorial Cabinet is an ornament to any store being finely finished, and shelved and spaced to hold the goods attractively. We present herewith an illustration of it which will convey the idea of its utility. The dimensions of the case are 36 by 30 inches, and it has a glass front door, and can be hung against the wall or on a post or against the side of a show window. The goods are invoiced and numbered, so that any article can be re-ordered to replenish the case, and on all such orders the Company prepay express charges. Its contents include every possible article in the tonsorial line from barbers' cups and shaving brushes to oil hones, shears and "Fox warranted" razors. The whole stock nets at trade prices one tenth in amount more than the entire charge for the goods with the case included, which is $30 00, virtually giving the case free under the circumstances. This offer is worthy of the notice of any Hardware dealer handling such goods, and we call attention to the advertisement of the Company on page 10.

The "Everlasting" Chimney Cap.

James Woodside, Hawarden, Iowa, is successfully placing on the market the "Everlasting" Chimney Cap, which is illustrated in this connection. In description of this article the manufacturer says: "These caps are made of cast iron and fit any chimney. They are set on top and held in



place by cement; can be put on by any one at any time; no measuring necessary. They are neat in appearance, everlasting in quality and simple in construction. The caps are provided with collars at the top, to which common round pipe may be attached whenever it is necessary to extend the chimney. Owing to their form of construction they will be of benefit to any chimney, even though it be of sufficient height, as they close up a part of the opening, thereby producing a better draft. These caps take the place of the old style, sheet iron jackets, which only last a very short time, when they become rusted out and fall off. While with the 'Everlasting' cap, after it has been properly cemented in place, is not again disturbed, and when the pipe (where there is pipe used on it), rusts out all that is necessary is to procure new and slip on collar the same as on a stove. No. 7, cap 12½x15 inches across bottom, including flange, 7 inch collar. Weight 12 pounds. Retail price $1.25 each. Liberal discount to dealers."

A Whitehead torpedo carries 220 pounds of wet gun cotton and weighs ready for service 1160 pounds. Its maximum length is 16 feet 5 inches and its greatest diameter is 17.7 inches. At a speed of 28 knots per hour it has a range of about 850 yards. The torpedo is driven by compressed air at a pressure of 1350 pounds per square inch, which operates a three stage engine.—*Exchange.*

"What is everybody's business is nobody's business.' That is why the farms are improved and the highway to market is left to shift for itself.—*L. A. W. Bulletin.*

Brownfield Buyer's System.

The Folding Paper Box Co., of South Bend, Ind., are furnishing with very great success the Brownfield Buyer's System. This consists of a cabinet containing a number of boxes, concerning which the manufacturers speak as follows:

"Brownfield Buyer's System requires the following fixtures: A cabinet containing a number of boxes (numbered) which are to receive the data covering on your subjects of purchase, and boxes (numbered) for catalogues; a special ruled and complete index (copyrighted); special catalogue cards for each subject box; two sizes of gummed labels, one for attaching to catalogues and the other for attaching to smaller memoranda which belongs in the subject boxes; special designed and printed bellows envelopes for sub-dividing a box where it is advisable to sub-divide a subject box on account of the memoranda covering on a single subject being of small volume, or where the subject will permit of a sub-division; and quotation memoranda blanks for entering quotations and memoranda. These cabinets are built of oak, paneled ends, well made and finely finished and built for service. The index is special ruled and made after the latest ideas of complete and convenient indexes, and so sub-divided by the special ruling as to give the quickest and most convenient reference to the names entered, and the front pages of index also contain full instructions covering the practical use of the Brownfield Buyer's System. The catalogue cards and gummed labels, bellows envelopes and quotation memoranda blanks are made of the best of materials and in the best possible form. The boxes for the cabinets are made from substantial board covered with cloth and have brass rings for pulls, also card holders for removable number cards, and made in such a manner that they retain the data placed in them in perfect condition and are of most convenient access."

In regard to the necessity of a system of that character, the manufacturers also say: "Buyers do not have a satisfactory, successful and convenient method, or system, for preserving all the written or printed information which is received covering on their subjects of purchase, or information covering on subjects in which they are interested.

"Quotations, catalogues, price lists, circulars, discount sheets, samples and written or printed information of every description (which are received) covering on subjects of purchase, should be preserved in such a manner that you can procure all the information you have received covering on a single subject and procure this information at once and without handling memoranda covering on subjects you are not interested in at that time. A buyer's experience originated and developed a system for handling this class of information (covering on subjects) which commends itself as perfect to all buyers who give it enough consideration to understand it. We refer to the Brownfield Buyer's System."

They have recently published a little pamphlet entitled "Find Me a Month From To-day If You Can," which ought to be in the hands of every person who is engaged in business where this system applies, and the same will be gladly sent on application.

A representative of the Folding Paper Box Co., in speaking of this system, said: "This system is one of positivei value and merit and is giving the best of satisfaction to the Hardware trade where it is in use, and after it has been installed in an office and thoroughly understood, the purchaser would not give up his outfit for several times the amount that it cost him. The advantages of the system grow on one as he becomes better acquainted with it and it proves a better investment than at first anticipated."

HARDWARE costs but One Dollar per year.

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Wisconsin Hardware Dealers' Association.

The third annual convention of the Wisconsin Hardware Dealers' Association was held in Milwaukee, Wisconsin, on February 1st and 2d. The attendance was quite large, and among those who were present may be named the following:

C. A. Peck, Berlin; J. A. Wilkie, Fond du Lac; A. H. Sheldon, Janesville; H. H. Marvin, Oregon; G. W. Adams, Juneau; E. C. Oestreich, New London; O. J. Williams, Cambria; J. Hughes, Fond du Lac; C. F. Hanson, Markesan; J. L. Rohler, Fond du Lac; E. K. Cunningham, Berlin; J. B. Barlow, Jr., Ripon; J. F. Mollenberg, R. A. Beichl, Beaver Dam; H. E. Frisbie, Pine River; James Montgomery, Wausau; August Schupink, Milwaukee; H. A. Kerston, Barron; R. Fits, Racine; Jacob Mohr, Racine; C. E. Dewey, Kenosha; C. Jorgensen, Racine; A. Kercher, Manitowoc; H. Winter, Clintonville: W. Bethsack, A. G. Hurd, Manitowoc; C, Koch, Brillion; H. C. and H. R. Scofield, Sturgeon Bay; H. Raymond, Racine; George Illian, Milwaukee; George P. Dana, Fond du Lac; H. E. Trilling, Menasha; R. E. Root, Owens; J. F. Wegner, Fond du Lac; F. E. McGraw, Peshtigo; O. P. Schlafer, Appleton; F. Rassman, Beaver Dam; Greene Bros., Kiel; O. Heins, Elkhart Lake; G. A. Quecker, Kiel; H. L. Schmitz, Manitowoc; L. L. Dana, Pittsburgh: A. Asp, F. W. Matthews, New Holstein; B. A. Gaffron, Plymouth, J. H. Hoernel, Racine; F. M. Fink, Whitewater; Smith & Meadows, Oconomowoc; Andrew Noll, Chilton; Louis Dietz, Horicon: L. N. Larson, Burlington; H. H. Miller, Sheboygan; F. F. Prenzlow, Johnston Creek; U. B. Wagner, Burlington; J. Hannenstein, Sheboygan; A. D. Race, De Pere; L. W. Dukersheim, Mazonamie; J. Krueger, Columbus; E. C. Williams, Waupaca; J. Stuerner, Stowell; C. F. Pieper, Columbus; A. E. Winke, Oshkosh; F. R. Peck, Berlin; G. G. Pratsch, De Pere; Charles Kuehler, Viroqua; H. Loraberg, Oconomowoc; H. F. Schlegemlich, Eau Claire; C. Lehmann, Cedarburg; R. H. Suettinger, Two Rivers; J. J. Kreppell, Sheboygan; E. J. Schenkelberg, Sheboygan Falls; Jasper Dexter, South Wayne; Victor Husting, West Bend; D. L. Pestah, Sun Prairie; R. C. Murdock, Brodhead; J. H. Hayden, Sun Prairie; H. D. Schall, Beloit; J. B. Ensink, Plymouth; A. E. Anderson, Stoughton; A. Thielke, Mayville; K. G. Olsen, Stoughton; J. W. Fulton, St. Louis; D. A. Lewis, Baraboo; A. G. James, Richland Center; L. B. Nuka, Boscobel; F. N. Day, Omro.

The sessions were full of interest, and the question of railroad charges, which has been very seriously agitated in that section of the country, was taken up and considered, and the following resolutions were adopted:

Whereas, It has been contemplated by the railroads represented in the Western Classification Committee to raise the minimum carload weights on agricultural implements and vehicles and other classes of goods handled by the members of this association, therefore, be it

Resolved, By this association, duly assembled, that we deplore such action on the part of the railroads, and deem it unwise and unjust, and having a tendency to inflict a great hardship on the dealers throughout the State, and we earnestly request and urge upon the several railroads doing business in the State that they retain the former minimum weights, and that they instruct their representatives to oppose the changing of said classification.

Resolved, That a copy of this resolution be forwarded to the Western Classification Committee and the general freight agents of the several railroads doing business in this State.

In his annual repor-, President John Hughes, Fond du Lac, referred especially to the efforts of the organization in preventing the sale to department and "penny" stores of Hardware supplies. He said the association was receiving the support of many manufacturers in confining this trade exclusively to Hardware dealers.

L. A, Gladding, secretary of the E. C. Atkins Saw Co., Indianapolis, and J. J. Sinzich, of Chicago, representing the Bishop Saw Co., Lawrenceburg, Ind., addressed the convention, saying that these companies had refused orders amounting to thousands of dollars for supplies to be furnished department stores, but that they would deal only with the smaller retail dealers. Andrew Noll, of Chilton, vice-president of the Wisconsin association, announced that he had been advised that the American Steel & Wire Co., of Chicago, said to be the largest manufacturers of their product in the world, had taken a similar stand.

President Hughes brought up the subject of overcharges on the part of express companies, and called attention to the efforts being made by the Merchants' Association of New York to secure a reduction of express rates.

"It is a fact," said Mr. Hughes, "that the rates of the express companies are not entitled to any consideration at the hands of the American public. They have proved themselves unpatriotic and selfish, and are fighting to-day the stamp tax that everybody else in the country has been compelled to pay. I suggest that we take some energetic action with reference to these companies, and place our stamp of approval upon legislation tending to secure from them better terms."

H. Raymond of Racine opened a discussion on the proposed changes in the lien law, saying that the law was satisfactory as it now stood, and suggesting that the members of the association request their representatives in the legislature to oppose any change. Otto Gallun, of Milwaukee, said the present law tended to secure credit for fraudulent contractors, who wilfully underbid for the building of houses, knowing that if they failed to pay their subcontractors, they could not be held liable, but the owner of the building would be compelled to pay liens that might be levied against him. Mr. Raymond suggested that contractors be required to give a bond, and the question was finally referred to the Committee on Resolutions.

The following committees were named:

Committee on Transportation: George P. Dana of Fond du Lac.

Committee on Resolutions: D. G. James, Richland Center; James Montgomery, Wausau; A. A. Sheldon, Janesville.

Committee on Grievances: O. P. Schlafer, of Appleton; A. D. Race, of De Pere; G. Hay, of Oshkosh.

Committee on Officers' Report: George Adams, of Juneau; Jacob Mohr, of Racine; A. Neil, of Chilton.

The secretary announced that the local Hardware dealers and manufacturees had invited the association to an informal smoker at the Deutscher Club while some other organization had invited the association to the Alhambra theatre. Both invitations were accepted.

The session of Thursday was devoted largely to the reception of the new members, and of fraternal delegates. The following papers were also read: W. H. Hay, "Object of Association;" paper by John Hissell, of Antigo, with discussion; paper by C. A. Dewe, Kenosha, "Benefits of the Association;" paper on "Credits," by C. A. Peck; paper by C. Hertel, "A Few Points."

The following officers were elected for the coming year:

President: James Montgomery, Wausau.

Vice-president: A. H. Sheldon, Janesville.

Secretary: C. A. Peck, Berlin.

Treasurer: H. F. Schlegelmilch, Eau Claire.

Executive Committee: J. Kornely, Milwaukee; Otto Heins, Elkhart Lake; Otto Schlafer, Appleton; D. G. James, Richland Center.

An invitation was received from the Chicago delegation to meet in that city in the annual convention of next year, but the general opinion seemed to be that the Association should not hold its meetings outside of the State.

Among the other resolutions adopted were the following

Resolved, That it be the sense of this convention that we

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endorse the action of New York merchants looking to the reduction of the exorbitant express charges now being made by these companies, and we pledge them our loyal support along these lines; and be it

Resolved, That a copy of this resolution be forwarded to the proper officers in New York by our secretary.

Resolved, That we suggest to our executive board the importance of connecting ourselves with a national organization and recommend them to take steps along these lines as suggested by the Chicago delegation, whom it has been our pleasure to receive.

Resolved, That a legislative committee be appointed, composed of the Hardware merchants of Madison, to report to our secretary any bill, or bills, that may be introduced in the Legislature detrimental to the interests of the Hardware merchants of this State.

Resolved, That it should be the duty of each member of this Association to furnish each other information in regard to the financial standing of their customers as they migrate from place to place.

Annual Meeting N. E. H. D. Association.

On Wednesday, February 8th, the New England Hardware Dealers Association held their annual meeting at the United States Hotel, Boston. The meeting was called for 5.45 P. M. sharp, and dinner was served promptly at 6 P. M.

The weather, which for the last few days has been stormy and severe, was no better on the day of the meeting; as a storm little short of a blizzard raged all day long, accompanied by a liberal fall of snow; and this, no doubt, kept many out-of-town members from attending. The representation was, however, very creditable, about one-half of the total membership being seated at the dinner.

Prior to the dinner, the executive committee, consisting of the outgoing officers, met for the last time and concluded the business on hand. After discussing a tasty and elaborate menu, the members resolved themselves into a business committee, and took up the election of officers for the coming year. The nominating committee consisted of Hiram G. Janvrin, Boston; Samuel H. Thompson, Lowell, and D. Fletcher Barber, of Boston.

Secretary Farless, after reading the minutes, followed with his yearly report, which was adopted. The secretary then read a paper on the old Hardware firms of Boston, referring to the part Dock Square, which has been the centre of the industry for 120 years, had played; starting from the time when all Hardware dealers were "importers," and ending with the present time. A singular fact brought out by Mr. Farless was that there were more Hardware dealers in Boston in 1776 than there are to-day. Part of these reminiscences were from the diary of Wm. A. Sanders, who is now 82 years old; and who, with his two brothers, Charles H. and George S., aged respectively 77 and 68, have played an important part in Boston Hardware circles.

A motion was then carried that a committee be appointed to properly express the deepest sympathy of the Association to the family of the late John C. Holden. Messrs. Mulhall, Washburn and DeWolfe were appointed.

President Loomis then called upon the nominating committee for their report, and Mr. Barber responded by saying that President Loomis han been unanimously selected to succeed himself. President Loomis thanked the committee in fitting terms, but said that he had found that his business interests would not allow him to give the proper amount of time that the duties of the position required, and was therefore obliged to decline what he felt to be a great honor. A ballot was suggested and taken, the result showing a large majority in favor of Mr. Loomis, but the latter insisted upon being excused.

Mr. Barber then nominated S. D. Balkam, of Jamaica Plains, who thanked the members for the compliment, but asserted that it would be utterly impossible for him to spare time to discharge the duties properly.

President Loomis then asked the vice-president to take the chair and nominated J. Carleton Nichols, of East Boston, who was elected unanimously, as were the following officers:

First Vice-president—Wm. D. Parlin, Natick.
Second Vice-president—Bion C. Pierce, Taunton.
Third Vice-president—J. H. Sayward, Haverhill.
Secretary—Jas. A. Farless, Boston.
Treasurer—Henry M. Sanders, Boston.

Directors:

Hiram G. Janvrin, Boston.
Geo. W. Burditt, Cambridgeport.
L. W. Thompson, Woburn.
Chas. S. Farquhar, Boston.
John H. Clark, Nashua, N. H.
Thos. H. Baldwin, Boston.
Frank O. Barber, Newton.

Ex-President Loomis congratulated the Association on the excellence of its choice, and besought for the incoming officers their hearty co-operation and support. He further announced his intention of bringing up, from time to time, during the coming year, such subjects as he thought should be discussed by the Association, and suggested that all other members should do the same.

A vote of thanks to ex-President Loomis, Secretary Farless and ex-Acting Secretary Warren was passed.

M. H. Tarbox, of the Boston & Lockport Block Co., then entertained the meeting with a pleasing and graphic account of his recent visit, together with a number of other manufacturers, to the plant of the National Cash Register Co. at Dayton, Ohio. Many interesting innovations were described, among which may be mentioned a reward of $25 for the prettiest back yard abutting on a railroad in Dayton—so that visitors might receive a good impression of the town; a "Suggestion and Complaint" box for the employees, with a reward of $25 for the best suggestion of the year; a lunch to all employees every day; a kindergarten presented to the town, with the rule that after 1905 all new employers must be graduates thereof; a cooking school attached to the factory, and many other novel features, all of which President Patterson had personally instituted with a view to dissolving the differences between labor and capital.

Robert L. Van Buskirk, whose vocal efforts have so often been placed at the disposal of the Association, sang several selections during the evening in his usual masterly style, and met with much applause.

President Nichols, in a most happy speech, voiced the sentiment of the meeting in thanking ex-President Loomis for his untiring efforts during the past year, and presented him with a handsome floral tribute from the Association. A motion to adjourn followed.

Wm. A. Shull, Philadelphia, Pa., has sent us an illustrated catalogue of his "Original" Horse-Tail Strop. An examination of this publication will show that Mr. Shull has kept up with the developments of the recent war, as we find among his goods not only the old "Original," but also the "Schley" Horse-Tail Strop, Shull's "Sampson" Horse Hide Strop, the "Philippina" Horse Hide Strop, and, in addition, the "Perfection" Horse-Tail Strop. A great deal of information is given in regarn to these articles, and Mr. Shull would be pleased to correspond with any who are interested.

The Lockwood-Taylor Hardware Co., Cleveland, Ohio, have issued a catalogue of "Bicycle Sundries" for 1899. An examination of its forty pages, illustrated, shows that it contains about everything made in the line of which it treats. Descriptions and prices are also given.

HARDWARE costs only One Dollar a year.

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Review of the Markets.

Hardware: The constant and continued withdrawal of prices previously given, and new quotations much higher in character being named in the place of those withdrawn, has been the means of considerable hustling among jobbers to get earlier orders than usual, booked at the lowest prices possible. The demand for all such staples has been unusually good; for the undoubted possibility of a fine trade for spring sales being imminent, has made larger orders, given for stock requirements, than has been the case heretofore at this early date. The dealers are urging early deliveries, and will be found in better shape than usual of late, in meeting promptly any Spring demands that may be made upon them.

Builders' Hardware: The advance in builders' Hardware by all the manufacturers is an important one, and will doubtless be followed by another if metals used in their manufacture continue to advance in price. These goods have been abnormally low for a long time, and the manufacturers are pleased at this opportunity to strengthen, by concerted effort, a market that has been unnecessarily profitless.

P. & F. Corbin, New Britain, Conn., and New York City, under date of January 30, make the following announcement:

Gentlemen: In consequence of the rapid and continued increase in cost of all metals, we are compelled to advance prices on our entire line of Hardware (excepting wood and machine screws and door checks) 10 per cent., to take effect at once. All orders will receive our very best attention.

Yours respectfully,

P. & F. CORBIN.

Similar action has been taken by Russell & Erwin Mfg. Co., Sargent & Co., Yale & Towne Mfg. Co., Reading Hardware Co., Lockwood Mfg. Co., all of whom make the same advance; this advance has reference to the line of locks, knobs and other house trimmings as well as a large line of goods of analogous character. Wood screws, machine screws, bolts, etc., have not as yet known material changes.

Wire Nails: The prices for this leading staple have been announced for February, at the advanced quotations named as follows: To jobbers in carload lots, f.o.b., Pittsburg or Cleveland, $1.65; single carloads, add 5 cents, and for less than carloads, add 10 cents to above base price. The minimum weight of carload lots now consists of 30,000 pounds instead of 24,000 pounds as it was previous to February 1st. This also applies to carload shipments of all wire products. The New York market is represented by the following: Carload lots on dock, $1.80; smaller lots from store, $1.90.

Cut Nails: The market for cut nails has been strengthened and greatly improved by the conditions surrounding the wire nail market. The prices in New York may be quoted as follows: Carload lots on dock, $1.40; smaller lots from store, $1.50.

Smooth Wire: The American Steel & Wire Co., on February 6th, advanced the prices on smooth wire for February, so that the market is now represented by the quotation of $1.50 base, f.o.b. Pisttsburg or Cleveland, with 40 cents added for galvanized wire. This is the price to buyers of carloads; for a single carload, an advance of five cents per 100 pounds is asked. The jobber is also compelled to pay 2½ cents per 100 pounds, when direct shipments of less than a carload are made on existing contracts. Less than carload lots to retailers are subject to an advance of 10 cents.

Barb Wire: The American Steel & Wire Co. have advanced prices on barb wire on February 6th, making quotations for February delivery 15 cents higher than for the previous month and being in harmony with similar advances on corresponding products. There is a good demand prevailing for stocking up purposes and for export, and we quote New York prices for four-point galvanized: Carload lots on dock, $2.30; smaller lots from store, at the customary advance. Painted wire is quoted at 40 cents less than galvanized.

Brass Wire, Sheet Brass, etc.: The Plume & Atwood Mfg. Co., New York, have issued a new discount sheet under date of February 2nd, advancing current prices in conformity with the changes in the metal market. The discount sheet is as follows:

Roll and Sheet Brass	discount, 20%
Patent Leveled Engraver's Sign Brass	" 15%
Slitting Charges (Brass)	" 20%
Sawing Charges (Brass)	" 20%
Jewelers' or Gold Metal	" 20%
Platers' Metal thinner than No. 38	" 25%
Printers' 2x4 Sheets and Galley Sheets	" 20%
German Silver Sheets	" 45%
Platers' German Silver	" 30%
High Brass Rods	" 20%
Wire in Coils (No. 20 and Coarser), excepting Copper Wire	" 20%
Spooling Wire (Brass)	" 20%
German Silver Wire (No. 20 and coarser), and Rods	" 45%
German Silver Re-istance Wire	" 45%
Iron Lined Brazed Tubing	" 55%
Brazed Brass Tubing	" 35%
Zinc Tubing	" 35%
German Silver Tubing	" 35%
Brass Mouldings and Door Rail	" 30%
Angle and Channel Brass	" 30%
High Brass Screen Plates (Sawed) 14x43, ¼ to ½ inch thick, per lb., net	17½c. net
Brass Segments, same price as Circles	discount, 20%

For quantities less than 100 lbs, 10 per cent. discount on all the above. Prices and discount, for material not specified above given on application. Terms of payment net cash, 30 days, or ½ per cent. off for cash in 10 days from date of invoice. Deliveries made or freight allowed, as may be agreed.

High Brass Scrap	11
Low Brass Scrap	12
Gilding and Bronzing Scrap	13

Copper and Brass Products: As indicative of the condition of the market at present on copper and brass products, U. T. Hungerford Brass & Copper Co., New York, under date of February 8th, name the following quotations:

Sheet Brass, Brass Wire and Brass Rod	discount, 15%
Brazed Brass Tube	" 30%
German Silver, Wire, Rod and Sheet	" 40%
Copper Wire	" 15%
Copper Rivets and Burrs	" 40%
Copper Burrs only	" 25%
Sheet Copper	per lb. base, 21½ cents
Yellow Metal	" " 17 "
Brass Butts	discount, 40&10%
Iron Jack Chain	" 70&10%
Brass Jack Chain	discount, 60%
Soldering Coppers	per lb. net, 25 cents

Prices subject to change without notice.

Shot: Owing to the increasing cost of the metal, since the date of our previous issue, three advances in the price of shot have taken place; one on January 26, making a base price of $1.35 per bag for sizes smaller than B; on January 31 this was made $1.40, and on February 3 these prices were again advanced as follows:

New York, Feb. 3, 1899.—On this date prices will be as follows, subject to change without notice.

Drop Shot, sizes smaller than B,	25 lb. bags,	$1.45	per bag;	5 lb. bags,	35c.	per bag
" B and larger sizes,	"	1.70	"	"	"	40c.	"
Buck Shot,	"	1.70	"	"	"	40c.	"
Chilled Shot,	" "	1.73	"	"	"	40c.	"
Dust Shot,	" "	2.10	"	"	"	50c.	"

Terms—Net cash, 30 days, or 2 per cent. discount will be allowed for cash remitted within 10 days of invoice date. Discounts on ton lots as usual. Freight equalized with Philadelphia and Baltimore.

Copper Rivets and Burrs: These goods being in strong sympathy with the market for copper, have changed quotations with every advance, and may now be quoted at 40 per cent. discount, burrs only being held at 25 per cent.

Brass Hand Bells: Owing to the advance in material, light brass hand bells are now quoted at 66⅔ per cent. discount.

Brass Wire and Sheet Brass: The price of brass wire has been advanced so that the discount now representing the market is 20 per cent. A similar advance has been made in the price of sheet brass, which is also quoted at 20 per cent. List remaining the same as before.

Brass Jack Chain: An advance has been made by the manufacturers in the price of brass jack chain, which is now quoted at 60 per cent. discount.

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Coil and Crane Chain: James McKay & Co., Pittsburg, Pa., under date of January 28th, make the following quotations on "Proof Coil Chain," in lots of 1000 pounds, of each size:

$5.35	4.35	3.35	3.10	2.05	2.85
3-16	¼	5-16	⅜	7-16	½ inch.
$2 65	2.55	2.50	2.45	2.40	2.10
9-16	⅝	¾	⅞	1	1¼ inch.

"B. B. Crane Chain," ¼ cent per pound above coil chain price, and "B. B. B. Crane Chain," 2¼ cents above coil chain price. Coil chain is not made above 1 inch. Shipments less than 1000 pounds are f.o.b. Pittsburg. Prices subject to change without notice.

Lead Pipe, Sheet Lead, etc.: Under date of February 2nd, lead pipe was advanced to 6¾ cents a pound, and sheet lead 7¼ cents. Subject to the usual trade discount.

Percussion Caps: An advance in prices has been made by the manufacturers of percussion caps. Solid cases of any one kind are now quoted as follows:

G. D., 100 M. in case, per M	30 cents
F. L., " " "	35 "
G. E., " " "	45 "
Musket " " "	55 "

For less than solid cases, 2 cents per M. advance is quoted. Terms, 60 days, or 2 per cent. discount for cash in 10 days, f.o.b. New York or factory.

Putnam and Neponset Horse Nails: In order to meet the demand for a horse nail with sharp points, the Putnam Nail Co., Neponset, Boston, Mass., are placing on the market a new nail under the name of the "Neponset," which, made by the same methods as the Putnam, is sharp-pointed instead of being hammer-pointed. It is sold by the following list prices, at 40 per cent. discount:

Nos	6	7	8	9	10
Cents	23	21	20	19	18

The discount on Putnam nails remains as previously quoted, 33⅓ per cent.

Bright Wire Goods: The extreme prices at which these goods have been held for some time, have been withdrawn by all the manufacturers, and they are now quoted at prices considerably higher. With the advances on brass and iron wire now prevailing, the market is represented by a discount of 90&20 per cent.

Carriage Bolts, Lag Screws, etc.: The market for these leading goods in the line of heavy Hardware, has been greatly strengthened by the withdrawal of all quotations founded on a lower market for raw material. Orders have been so freely given that many manufacturers have enough to occupy their attention for some time under specified dates of delivery. The market may be considered as maintained at the following quotations for present orders:

Common Carriage Bolts	discount, 75 and 10%
Lag Screws, Gimlet Point	" 85%
" Cone Point	" 85 and 5%
Machine Bolts	" 80%
Bolt Ends	" 80%

Cordage: The business in cordage is very moderate, being of the usual normal character for this part of the season. The hemp market continuing firm for both manila and sisal, has made the quotations on rope steady and regular for some time past. We quote as follows for carload lots:

Manila, 7-16 inch and larger	per pound,	7½ to 7¾ cents
" ⅜ inch	"	8 to 8¼ "
" ¼ and 5-16 inch	"	8½ to 8¾ "
Hay Rope	"	7½ to 7¾ "
Sisal, 7-16 inch and larger	"	7 to 7¼ "
" ⅜ inch	"	7½ to 7¾ "
" ¼ and 5-16 inch	"	8 to 8¼ "
" Lath Yarn	"	6½ to 6¾ "

Binder Twine: The manufacturers who are willing to guarantee prices against decline are booking orders and doing a fair business. Prices continue very steady at the following quotations for carload lots, made by Eastern manufacturers:

White Sisal, 500 feet to the pound	per pound,	8¼ to 8½ cents
Standard, 500 feet to the pound	"	8¼ to 8½ "
Manila, 600 feet to the pound	"	9 to 9¼ "
Pure Manila, 650 feet to the pound	"	9½ to 9¾ "

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, quote as follows: In lots of less than 5 barrels, 42 cents per gallon; in lots of 5 barrels or more, 41 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw; Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

Fayette R. Plumb, Inc., Frankford, Philadelphia, announce the following changes in discounts, taking effect on January 16, 1899. To apply on catalogue of 1898:

	Discount.
Hammers, "Artisan's Choice," octagon pattern adze-eye nail	40&7½%
" " " A. E. B. F. & A. E. nail	"
" Adze-eye and adze-eye bell-face nail	"
" Plain-eye and plain-eye bell-face nail	"
" Vulcan Tool Co.'s adze-eye nail	50%
" " " plain-eye nail	40&7½%
" Quaker City Mfg. Co.'s adze-eye nail	40&12½%
" Brad	"
" Carpet	"
" All adze-eye farriers'	"
" Plain-eye and English Farriers'	"
" "Tinners' Favorite" riveting and paneing	"
" "Tinners'" riveting and paneing	"
" Riveting adze-eye	"
" " plain-eye	"
" Engineers'	60%
" Blacksmiths' hand	"
" Coopers'	"
" Chipping	"
" Prospecting	"
" Drill sharpening	"
" Carriage froners' hand	"
" Ball pein engineers'	"
" Machinists', round pattern	"
" "Mechanics' Pride," octagon pattern ball pein	"
" Machinists', octagon pattern	"
" Horseshoe turning	60&5%
" Horseshoe turning and fitting, Mallery's pat	50&5%
" Shoe	40&5%
" Bill posters'	"
" Brick, adze-eye and plain-eye	40&7½%
" Boiler makers' riveting	50&15%
" Cornice makers'	40&12½%
Stakes, cornice makers'	50&5%
Hammers, Belgium and cobble pavers'	50%
" Assorted nail, riveting and farriers'	40&12½%
" Assorted A. E. nail, farriers' riveting and ball pein	"
Picks, prospecting	60%
Hammers, slaters'	33⅓%
Trimmers, slate cutters'	"
Cleavers, shingle or slate	"
Hatchets, octagon pole, nickel-plated	40&7½%
" S. C. S., tobacco	"
" " " packing house	"
" " " shingling, half, claw and lathing	"
" " " broad, regular and New England	40&12½%
" " " A. E. B. P. shingling and half	40&7½%
" " " A. E. half regular pattern	"
" " " lathing Boston and Underhill patterns	"
" " " A E lathing, octagon, square and round pole	"
Hatchets, S. C. S., Lathing, Chicago and Philadelphia Patterns	40&7½%
" " Firemen's and Ice	"
" Shingling, Half, Claw and Lath, Half Polished Green-Bronze	"
" Shingling and Half, Octagon Pole, Silver Bronze	"
" Shingling and Half, Claw and Lathing, Gold Bronze	"
" Barrel and Broad, regular and N.E. Pattern, Gold Bronze	40&12½%
" Vulcan Tool Co.'s Shingling, Half, Claw and Lath, Silver Bronze	50%
" Vulcan Tool Co.'s Broad, Silver Bronze	40&12½%
" Quaker City Mfg. Co.'s Shingle, Half and Claw, Painted Blue	50&10%
" Warehouse	40&12½%
Axes, Camp and Explorers', Full Polished	40&7½%
" Boys' and Hunters', Gold Bronze	"
" Broad, Ohio, Pennsylvania and Western, Gold Bronze	"
" " New Orleans, Canada and Ship, Gold Bronze	"
Adzes, Carpenters Ship and Railroad, Gold Bronze	"
" Coopers' Painted Blue	"
Hooks, Bush, Axe Handle and Two Rings	50%
Knives, Hedge, Northwestern and Illinois Patterns	33⅓&5%
Cleavers	"
Lamb Knives	"
Choppers	"
Splitters, Beef	33⅓%
Cleavers, Western Pork	"
Axes, Butchers' Killing	"
" Firemen's and Ice	"
Hooks, Boat and Log	40%
Hammers, Drilling or Striking, Extra Tool Steel	70%
" " "	80&7½%
" " " Vulcan Tool Co's	"
" Hand Drilling and Stonecutters'	80&12½%
" " or Stonecutters' Handled	60%
" Napping, Butchers' Killing and Macadamizing	80&12½%
Sledges, Stone	80&7½%
" " Vulcan Tool Co.'s	"
Hammers, Stone Breaking	70%
" Slashing	80&7½%
Axes, Stone	70%
Hammers, Spalling or Stone	80&7½%
" Side	80&12½%
Reels, Masons'	"
Hammers, Masons'	"
" Sorting	"
" Bush, with Leaves	60&10%
" " Plain	40&10%
Sledges, Blacksmiths'	80&7½%
" " Vulcan Tool Co.'s	"
" Horseshoe Turning	"
" Coal	"
Hammers, Blacksmiths' Hand, Oil Finish	80&12½%
" Boiler Makers', Riveting Unhandled	50&10%
Anvils, Plow	70%
Swedges, Collar	50&10%
" Fullers, Flatters and Hardies	75%
Hammers, Set	70%
Creasers, Blacksmiths'	70%
Countersinks and Punches	75%
Heading Tools	"
Tire Sets, Oval and Taper Patterns	30%

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	Discount.
Pritchels	70%
Buffers and Knives	"
Pincers, Regular	60%
Buttress, Nippers and Extra Heavy Pince s	40&10%
Button Sets	50&10%
Fire Sets, Blacksmiths'	60&10%
Tongs, Straight and Curved Lip	60&5%
" Special Patterns	40&5%
" Chain and Horseshoers'	"
Coopers, Drivers	50%
Sets, Hoop	40&10%
Chisels, Splitting	75%
" Blacksmiths' Cold and Hot	"
Rock Drill Sharpening Tools	70%
Chisels, Cape, Chipping, Round Nose and Diamond Point	60%
" Clap Board and Floor	"
Pitching Tools and Points, Mallet and Plain Head	"
Chisels, Stonecutters	"
" Brick	"
Wedges, Falling	80&7½%
" Oregon Pattern	"
" Vulcan Tool Co., Oregon Pattern	"
" Lake Superior Pattern	"
" Stave and Tie	70&10%
" Truckee Pattern	"
" Vulcan Tool Co., Truckee Pattern	75&10%
" Wood, Quaker City Mfg. Co.'s	70&10%
" Stone	75%
" Coal	75&5%
" Saw	70%
Plugs and Feathers	40&5%
Mauls, Wood Choppers', Oregon, Washington, Truckee, Lake Superior, Straight Cut	80&7½%
Mauls, Ship or Top	"
" Railroad, Standard and Pittsburg Patterns	80&7½%
Punches, Railroad Track	75%
Chisels, Railroad Track	75%
Forks, Rail	60&15%
Tongs, Rail	"
Wrenches, Railroad Track	60&5%
Crowbars, Pinch and Wedge Point	70%
Bars, Tamping and Lining	70&5%
" Claw, with and without Heel	60&5%
Picks, Boiler and Mill	50%
" Stone and Quarry	75%
" Railroad, Clay, V and T Tamping, Ore	70%
" Contractors'	60&15%
" Surface and Drifting	70%
" Klondike Mining	60&7½%
" Strapped Eye Drifting	70%
" Poll	70%
" Coal, Adze Eye and Common Eye	60%
" Solid Cast Steel, Clay, T and V Tamping	70%
" " " Surface, Drifting and Poll	70%
" " " Coal	60%
Eyes, Pick, Railroad, Clay, Drifting, Surface and Tamping	60%
Mattocks, Long and Short Cutter and Pick	65&5%
" Asphalt	60&5%
Hoes, Grub	"
Froes, Coopers'	"

F. o. b. cars here. Terms, 60 days, or 2 per cent. cash 10 days.

FAYETTE R. PLUMB, Incorporated.

THE COLUMBUS TRADE.

We are glad to report a very encouraging outlook for 1899. We never had so little trouble in securing orders for season goods, and they are more liberal than ever before. There seems to be a general impression that the demand for goods from consumers will be heavy as soon as spring comes, and we cannot see anything in the way of a realization of their expectations. Prices seem to be on the upward grade and it looks like higher prices on all heavy Hardware. The wire and nail combine is getting very independent these days, and do not hesitate to tell you when you must draw out goods entered for shipment. Only last week we received a notice that it would be well for us to keep track of our January contract, as any part of it not specified for would be cancelled February 1st. Heretofore when our customers requested us to delay shipment of their nails and wire for a week or even a month, we had no trouble in getting the manufacturers to grant the request; but things have changed. We predict another change before many months, when dealers will be able to dictate terms to a reasonable extent again. So far we hardly think anyone can complain of advances being unwarranted. There is no doubting the fact that many articles are sold too low. Among the staples that have advanced are wire and nails, bolts, screws, tacks, screw and strap hinges, tin plate and tinware, wrought goods and bright wire goods. Any one of the above named articles are not high at present price, but we hope manufacturers will not try to boom prices above their value. We fail to see the necessity of an advance on metallic cartridges. While it is true that brass, copper and lead are all higher, we think that for several years the makers of these goods having been reaping a golden harvest, and could well stand an advance in raw material without advancing the price of the finished articles. We can think of a number of articles that will no doubt be higher in the near future.

SMITH BROS. HARDWARE CO.

THE BALTIMORE TRADE.

The world has changed as regards the relative positions of the Powers. The star of the union born in the Declaration of Independence has increased in lustre, and through its force of attraction, will cause the lesser lights to circle round it.

We note with pride the great development of our country, its institutions of learning, the advancement in arts and sciences and the fact that in manufacturing and finances we lead the nations. Whilst our natural resources and geographical position, strengthened by a large navy will be convincing peace arguments, the revival of ship building, stimulated by conditions favorable to our becoming the greatest commercial nation, should have hearty support. Our manufacturers, through mammoth consolidations, are enabled to produce at a minimum cost immense quantities which, after supplying home demands, must go into other markets and should go in our own vessels, thereby giving employment to American labor and increasing the wealth of the country. The population of our recently acquired territory handled with a little diplomacy and firmness will soon swear allegiance to our flag, and if our friends in Congress will only give us a fearless, conscientious and patriotic legislation, support the administration and quickly pass the Peace Treaty, it will be better for all concerned and especially so for the race we are by divine providence to moralize and Christianize—the poor Filipinos.

We should feel a thrill of delight in our rapid progress, achievements and the possibilities before us and could the peerless Washington, who just one hundred years ago passed into a glorious eternity, return, he would be mystified, filled with emotion and find it difficult to realize that this is the country, with its steam and electric railroads, telegraph and telephone systems, shipping facilities, etc., little dreamed of in his day, for which he so bravely fought, and fathered.

As nations rise and fall there must be a zenith to their glory, so let us hope we are approaching that state and that our star will set tranquilly overhead for many centuries to come. With the trusts it may be different, their prolonged existence is somewhat problematical. The enormous recent advances in copper, lead and spelter and more moderate in other raw materials, have affected nearly every article handled by the Hardware trade, and the quotations received since January 1st show increased values ranging from 10 to 75 per cent.

The American Steel & Wire Co. may find Mr. Robinson and Mr. Biddle aggressive competitors. We await developments. In viewing the general condition of trade, the low rate of interest at which money is loaned, the improved condition of the farmer, whose products will go higher, the increased demand for labor and many other attendant circumstances, we feel that the present year will be unprecedented. It is better to be a believer in optimism than suffer the discomforts of a pessimist. Navigation in the Chesapeake Bay has been somewhat impeded by floating ice, steamers delayed, but no accidents,

Collections are steady and few failures reported.

Orders well assorted with heavy goods in demand.

H. W. WEBB & SONS.

THE OMAHA TRADE.

We have been somewhat crowded for time of late on account of the regular January troubles incident to the closing of the old year and the opening of the new one. The results of the last year's business were, we believe, entirely satisfactory in general to the trade in this locality. The volume of business was exceptionally large, and there was no fault to find, in a general way, with the margins, though they were considerably closer than those to which we had been accustomed in years past, yet we believe no closer than they will be in the future. It will be necessary

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for us to adapt ourselves to present conditions in order to reach the highest and most satisfactory results instead of mourning because conditions are not what they once were.

As far as the outlook is concerned, it is considerably brighter. Collections are, like sales, very much in excess of the average. There never was a time when the country was buying as freely as at present, and was in as good condition to pay for what it bought. The only difficulty is that some people appear to think that if they sell goods a little closer than their neighbors, they will be able to monopolize the entire trade, and this is a class of business men, both among retailers and jobbers, that probably do more harm and less benefit to the community than any other class. It is impossible for any one man or firm to do all the business, regardless of the prices they make.

If a man will be fair and honest with his neighbors and endeavor in his relations with them to follow the Golden Rule, he will not only make himself respected by his competitors, but, in addition to this, will secure material advantages for himself at the same time. What dealers need more than anything else, in both jobbing and retail trade, is confidence in their competitors, and to secure it, they must have confidence in themselves. The way to sell goods at a profit is to ask a price, and no dealer ever secured a fair margin on his goods unless he asked it and was positive of his position.

We trust that improved conditions may make it possible for both manufacturers and jobbers and retailers to secure better results for the capital invested and the effort required to handle it, and the best way to do this is to be on good terms with your competitors, give them credit for good intentions, and then, with confidence in them and yourself, the results will not be long in doubt.

RECTOR & WILHELMY CO.

THE CLEVELAND TRADE.

Notwithstanding the prolific discussion of the relation of the jobber to the manufacturer and retailer, the jobber is likely to continue. The jobber represents a hundred or more manufacturers to one to two thousand retailers. Many manufacturers make only one line that the retailer needs. The jobbers introduce his goods at much less expense than the retailer could, shipping them in quarter dozen lots with goods from other manufacturers, serving both parties with more economy than they could be served without him. He furnishes the manufacturer specifications for goods many months before they are needed, in this way advising them what will be wanted, permitting the manufacturer to keep his factory busy during the winter on spring and summer goods, and during the summer on winter goods, and by this means the goods are made ready for delivery to the retailer when his customer wants them.

The jobber came in the process of the evolution of business; came because there was a demand for him and will stay until he is superseded by something better. Forty years ago the retailer visited New York at least twice each year, buying a six months' stock. Now he orders in small quantities daily or weekly, carrying a smaller and much more complete stock, doing a larger business on less capital. It is fundamentally a question how a consumer can be most efficiently accommodated. Promptness in supplying his wants is often more important than the cost; his plowing and sowing and reaping cannot be delayed without serious loss.

The search for political issues to be used in the next presidential campaign presents a possibility of serious damage to business. The search is made not for what is best, but what will win; appeals are made to voters to decide important national questions which the wisest statesman hesitates about, questions which can only be left for future determination. Unexpected issues forced upon us by the war call for careful patriotic consideration. We may feel compelled to change our plans because we have been unconscious of the forces that have placed us in our present condition.

We should not imperil the future by fixing a programme that necessity may compel us to abandon. Prudence requires that our powers be developed gradually, guided by experience. The excitement of presidential campaigns is the worst possible condition for prudent action.

LOCKWOOD-TAYLOR HARDWARE CO.

THE KANSAS CITY TRADE.

The best comment we can offer upon the business which has sought our hands, is that for three weeks we have "hustled." Indeed, we have been busy. This correspondent had before him for days an envelope addressed *Hardware*, but never did he find the half hour, or any part of it, necessary to take, to send his letter. This communication is sent because the editor wants copy, and the "devil" will not let up till he gets both "copy"—and editor.

Since the close of the first week in January, we have been almost as busy as we would expect to be two months hence. The orders have been well assorted and of fair size. Of course, we have had heavy sales in staple goods, such as wire, nails, metals, etc., and at no time in the history of this concern did the same period find us so heavily stocked. We were fortunate, indeed, in that respect, and we are still "strictly in it" for assortment, except on nails. We are to-day selling nails at 195 base, barb wire 205 and 240, and a change sheet goes out February 4th, advancing nails ten cents and wires five. Tin plates and galvanized iron, zinc, sheet iron, solder copper and copper goods, etc., we have hoisted in price every week for three weeks past. We hoist them again tomorrow.

We advanced loaded shells January 20th to 40&8; to-day we "shoot" them to 40&3, and the other fellow who shoots with the gun will kick, if his gun doesn't.

Apropos of the date advances. This correspondent is not a stockholder of the Gille Hardware & Iron Co., but he thinks he represents a majority of the sentiment in voicing this sentiment, viz.: the rapid advance mentioned in the above lines of goods are about one-half legitimate as to profit-bearing values; the other half is more or less speculation. The jobber who has goods to sell, in our judgment, would act wisely in selling as nearly at the market as he can and not check the outflow of merchandise which he may later have left on his hands at a materially reduced profit. We prefer selling 2000 tons barbed wire in four weeks at a price which moves it and puts its proceeds into our business, rather than to sell 2000 tons in four months, one-half of it on speculative basis, the other half to take its chances. And to do this we do not have to demoralize the market. We have only to hustle and sell.

We would be glad, indeed, to give a resume of the general business conditions of 1898 as they ceased to be in this vicinity when 1899 opened upon us. We have in mind, however, a place where these facts can be used more advantageously, even if a little old. We will anticipate this much, and say that the year 1898, in its entire assemblage of wonders, found no part of the United States more marvelous in development and fruition than this section of the middle West.

The Hardware jobber, we trust, was of it and in it. Values, in a jobbing sense, have been very steady, other than those noted. Retailers are less than ever it seems to us, inclined to kick if they detect a small change in price during a period when advances are probable. There are some who imagine the jobber is a "robber," but if said jobber reduces the price, the retailer doesn't overlook it, nor does he ever get credit for it.

Such men naturally die sooner than "white" men, so for years past the moral tone of the retailer has kept pace

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with the jobber, the jobber has learned something, and matters will some day by this process of evolution reach a point where business will be profitable even on a narrower margin than some of it is now transacted. This writer has just finished his dictation of letters, and one of them was to a dealer with whom you all have had experience, hence this train of thought almost unconsciously crept into this space. The kicker at anything—with and without sense, excuse, reason or justice—his is the scalp that you have all reached for. Occasionally you "took it." The question is, did it pay? Is it not cheaper to bid the incorrigible "kicker" a fond adieu and tell him to just please transfer his ledger account to your esteemed competitor, whom you can cheerfully commend as a strictly first-class concern, noted for low prices, prompt shipments, large stock and their unfailing supply of patience which was never exhausted even by the most senseless and unreasonable of complaints of any and every character?

We are having a spell of weather indeed. Business is a little checked in the past three or four days because of the severe cold. Every indication from advance orders, reports, surmises, etc., points to busy days in the near future.

If you do not hear from us, you will know why.

GILLE HARDWARE & IRON CO.

THE PITTSBURG TRADE.

January 1899, was a decided improvement on January 1898. There was a good brisk movement of goods the latter part of the month, and the total sales footed up well. As a rule, retailers had not supplied themselves with nails and wire and were caught napping by the advance. Jobbers who had reasonable stocks have generally divided with their customers, but car load orders come in by every mail, if at prices quoted a week or two since, and the supply does not warrant accepting all that comes.

The moderate advances so far made are very acceptable to merchants who have been selling on a declining market for the past seven years, and although they have been immediately brought about by combination tactics, we believe the condition of affairs warrant a reasonable advance and that prices can be maintained at present figures. The local stove makers are quoting a slight advance on their product.

The Pennsylvania railroad, after many years of promises, is about to replace its present unsightly passenger station with a new and more creditable structure. There are difficulties in construction on account of the location which have recently been overcome, and during the coming summer we are to have the new building. We feel that the greatest freight-producing point on the Pennsylvania system is entitled to better passenger station facilities than we have had, and are glad the railroad company has waked up to the situation.

To show how everything tends to quantities these days, a rivet maker told the writer recently of one concern in Pittsburg now calling on him for 20 tons of rivets daily to supply their needs.

LOGAN-GREGG HARDWARE CO.

THE ALBANY TRADE.

"Coming events cast their shadows before." This is practically what we wrote in previous letters. Although the remark frequently made, "We told you so," is commonly and easily said, still the facts warrant the case now, as the numerous withdrawals of prices by manufacturers of late show conclusively that prices that have not already strengthened will soon be going higher. This condition gives a great impetus to business. Orders have been coming in freely, sales being made earlier this year than for several seasons past.

With nails, screws, tacks and many other goods advanced, it is not unreasonable to believe that many other lines will follow. Advanced prices are being fairly well maintained by the jobbers, although, in some instances, the temptation to get a little under the market has not been resisted particularly among some houses seeking new trade, but it is fair to assume that this will be of short duration as soon as stocks now in the hands of the jobbers begin to get reduced.

Conditions in collections are better than before. The customers are paying up fairly well and indications point to a good financial condition among small merchants when spring trade starts in.

The high prices now ruling in the base metals of copper, tin and lead have caused sudden advances in lines that these largely enter into, and, owing to the extreme prices reached, purchases will be now kept close to actual needs for immediate wants.

The sale of netting, wire cloth, spring hinges, screens and screen doors has been particularly heavy and orders have been placed early so that the retail dealers may be prepared for the demands of their customers as soon as the season for these goods opens. Evidently a great deal of attention is being paid by the trade to have stocks ready earlier than usually and the wisdom of this will in our opinion be realized a month or two hence.

A promising outlook is before us, and if the present conditions continue through 1899, this will be the "Banner" year for the Hardware trade.

ALBANY HARDWARE & IRON CO.

THE INDIANAPOLIS TRADE.

The situation is the same here as elsewhere. We are overrun with orders from customers who are endeavoring to anticipate their wants for a considerable time in the future in order to own their own goods at a less price than they will be compelled to pay later. While we consider this good business policy, we advise conservatism. We do

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After a series of exhaustive tests, the **LAFLIN & RAND POWDER CO.** now offers to the public, for the first time, their . . . . . .

Manufacturers' Guarantee.

All of the different kinds of Smokeless Powder manufactured by the Laflin & Rand Powder Co. are Smokeless, Absolutely Uniform, High in Velocity, Low in Breech Pressure, Waterproof, and Guaranteed to give as good results under any climatic conditions, at the end of a Day, a Month, or a Year, as when purchased. Metallic Shells can be reloaded indefinitely with this Powder, the same as with Black Powder.

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.22 CALIBRE RIFLES
.25 CALIBRE RIFLES
.30 CALIBRE RIFLES
.38 CALIBRE RIFLES
.40 CALIBRE RIFLES
.44 CALIBRE RIFLES
.45 CALIBRE RIFLES
.50 CALIBRE RIFLES
All Kinds of REVOLVERS

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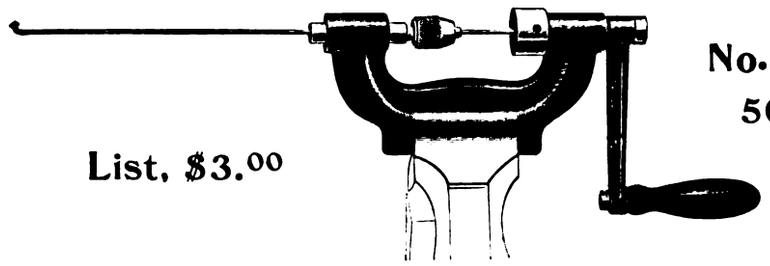
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List, $3.00

No. 50.

THIS little device will prove a **Bosom Friend** to every bicycle repairer, machinist or amateur, or even **The Poor Hardwareman** who sometimes or semi-occasionally may desire to cut a thread upon small wire. It can be readily secured in any vise and the collet of the machine is arranged to hold dies 5/8-inch in diameter. NO DIES, however, are furnished with the tool. The chuck for holding the wire is a three-jawed one, which will accurately center the work, and is fitted with a **Hollow Spindle** which slides back and forth in a splined groove. The tool is well finished and practical. . . . .

WRITE FOR DISCOUNTS.

GOODELL BROTHERS COMPANY, GREENFIELD, MASS., U. S. A.

not advise any one of our customers to place orders for staple goods beyond their needs for the spring and early summer trade. While we anticipate a strong market for some time to come, we do not advise purchases as a speculation. The desire on the part of many Hardwaremen, both the retailer and the jobber in the past, to grasp everything in sight, hoping to strike it rich in a few weeks, has resulted disastrously in the past, and history is liable to repeat itself.

Let us all be willing to let the other fellow do part of the business, and make a little. Those of our older friends who are in position to talk from experience, say that the farmer who sells his wheat as it comes from the thresher, year in and year out, gets more money out of his crop than the man who is always holding for advances that never come.

The Hardwareman who is conservative is the one who wins in the long run.

VAN CAMP HARDWARE & IRON CO.

THE DAVENPORT TRADE.

"There is a tide in the affairs of men,
Which, taken at the flood, leads on to fortune."

There is a tide in the affairs of trade, which, taken at the flood, leads on we know not where. This is, beyond a doubt, flood tide in the trade and commerce of this country. Money is a drug in the market. Everybody is trying as hard to get rid of his cash as he was a few years ago to get it and put it into a tin box in a safety vault. The buyer is doing the running now, while the seller sits independently spending his time and energies in marking up prices. To one that has witnessed the ups and downs—mostly downs—of values for the past quarter of a century, it would seem that the millenium of commercial prosperity had arrived. All changes in price are advances. The very atmosphere is filled with a desire to invest in something. Witness the recent advances in stocks, bonds, grain, real estate, and even Hardware. The present expansion in business has come on gradually; the idle capital has been slowly drawn from the stocking legs. For years and years the hand-to-mouth policy of buying has been maintained. It was this policy that floated many commercial crafts over the reefs of threatened bankruptcy in 1893. Will not this rapid increase in values and low rate of interest tempt men to borrow beyond their ability to pay? When these debts become due and banks call in the very paper that they are now anxious to secure, will there not then come a panic that we will not have conservatism enough to avert?

SICKELS, PRESTON & NUTTING CO.

Independent Wire & Nail Co.

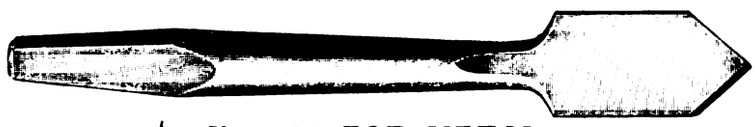
The following interesting announcement comes from Philadelphia, under date of February 4th: The Merchants' Wire & Nail Co., chartered at Trenton this morning, is a Philadelphia enterprise, organized to compete with the American Steel & Wire Co. Clement N. Biddle, Robert Biddle and William B. Knight are at the head of it. The capital stock is $500,000, of which $200,000 is paid in, and is distributed in shares of $1,000 each, all of which have been subscribed in amounts of less than $2,500. The company will issue $500,000 of 7 per cent. preferred stock to pay for manufacturing plants. The main office of the concern will be in this city, but there will be branch offices in New York, Newburg, N. Y., Pittsburg, Baltimore, Cleveland, Chicago, East St. Louis, Ashland, Ky.; Pueblo, Col., and Oakland, Cal.

C. N. Biddle says that the stock of the company will not be listed on the Stock Exchange, and that the enterprise is an association to protect those who are in it from the con-

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No. 310 FOR METAL.


No. 315 FOR METAL AND WOOD.


No. 320 FOR METAL.

Mayhew's Countersinks

for Wood or Metal.

CATALOGUE ON APPLICATION.

H. H. MAYHEW CO.,

SHELBURNE FALLS, MASS., U. S. A.

trol of their business by the wire and nail trust. The association will erect a plant at Pittsburg, another one in the West and one in the East, at which it is proposed to manufacture one-third of the annual consumption of barbed and common wire and iron nails. The association will admit other manufacturers who are dependent on the wire trust for a supply and each stockholder will sell his own goods direct.

The Hardware Associations.

A meeting of the East Tennessee Retail Hardware Association was held in Knoxville, Tenn., on January 19th. An address was delivered by the president, J. H. McCaslin, and a number of interesting papers were read.

The Hardwaremen of Northern California recently met at Marysville and organized under the title of "The Hardware & Implement Dealers' Association." The main object of the meeting was to review the situation of the manufacturer and jobber compared to the retailer: to consider the relation of the wholesale and retail dealers and to deliberate on the commercial right affecting the different classes of merchants. The next meeting will be held January 17, 1900, at Chico.

The J. D. Warren Mfg. Co., Masonic Temple, Chicago, have issued an attractive printed sheet, upon which we find that it is a guide to an object desired by all merchants, explained in the following sentence: "The purchasing power of money, and sales greatly increased, with less expense, by new methods." Illustrations are also given of Warren's system of shelving, and especially of a store before and after that system has been applied. The whole thing is expressed in a nutshell, in this extract: "An evolution in the method of store arrangement in Hardware establishments is as rapidly occurring among the merchants of small capital, as with those of more extensive means. Both, however, have made great advancement during the last three years, a result born of the trying times, by learning that capital can no longer be carelessly invested in goods that have heretofore been put away with almost total indifference as to their value, care or necessity of quickly realizing a profit on them."

We have received from Farwell, Ozmun, Kirk & Co., St. Paul, Minn., a finely arranged and illustrated catalogue for 1899 of their large line of bicycle sundries. In a note of introduction, the publishers say: "The goods which we are offering you cover the field more thoroughly than ever before, and prices have been reduced as far as is possible, when quality is taken into consideration."

Situations Wanted.

CORPORATION accountant, ten years' experience as office manager, bookkeeper and purchasing agent; American; 35. Highest references. Address BOX 90, care HARDWARE, No. 143 Chambers Street, New York.

BY a heavy Hardware and mill supply salesman, with ten years' experience in this vicinity, and as traveling salesman through the principal cities of the East and West; thoroughly conversant with transmission power in all its branches. A1 references will be furnished. Box 91, care HARDWARE, No. 143 Chambers Street, New York.

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CHADBORN & COLDWELL MFG. CO.,

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NEWBURGH, N. Y.

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THE "GEM" PAPER CLIP

for holding together enclosures, Mss., etc., is the only one that can be used over and over again. After fastening together a thick bunch of papers, it will be just as effective next time on a thin one. Retails at 15 cents per box of 100. . . .

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CUSHMAN & DENISON, 159 Ninth Ave., New York.

The IVES PATENT DOOR BOLTS Sash Locks and WINDOW HARDWARE SPECIALTIES.



Leaders with the Trade.

30-page Catalogue on application.

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This Tool embraces in itself and in combination with an ordinary Carpenters' Rule.

Try Square.
Mitre Square.
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Marking Gauge.
Mortise Gauge.
Depth Gauge.
Mitre Level.
Spirit Level and Plumb.
Beam Compass.
Inside Square for making boxes and frames.

STANLEY Rule & Level Co.

NEW BRITAIN, CONN.

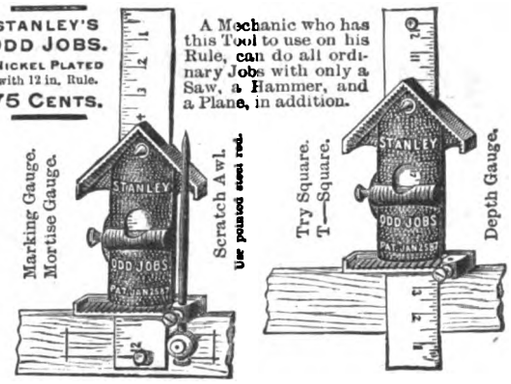
SOLD BY ALL Hardware Dealers.

STANLEY'S ODD JOBS.

NICKEL PLATED with 12 in. Rule.

75 CENTS.

A Mechanic who has this Tool to use on his Rule, can do all ordinary Jobs with only a Saw, a Hammer, and a Plane, in addition.



Trade Via the Philippines.

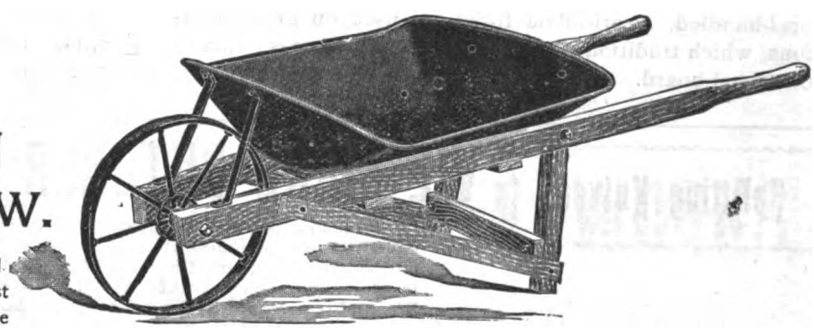
More than a billion dollars' worth of goods are every year imported into the countries commercially adjacent to the Philippine Islands, and more than half that amount is composed of the class of articles produced or manufactured in the United States and offered for sale by her people. Two tables just prepared by the Treasury Bureau of Statistics present some startling facts as to the consuming power of the countries in easy reach of Manila as an entrepot and distributing point. From Manila to Hongkong and Canton, the gateway to Southern China, is but half the distance from New York to Havana, and from Manila to Yokohama, Port Arthur, Shanghai, Bangkok or the Strait Settlements is in each case a distance but little, if any greater, than that from New York to Havana. The great ports and cities of British India and Australasia, while somewhat more distant, are much nearer to Manila than to any other general distributing point for the great classes of merchandise which the countries in question produce.

The importations into these four countries, Japan, China, British Australasia and British India and Strait Settlements, as above indicated, amount to nearly a billion dollars a year. Those of Japan, which a decade ago were less than fifty million dollars, are now more than 100 million dollars, and steadily increasing. Those of China have increased twenty per cent. in the last decade and now amount to nearly 200 million dollars a year. Those of British Australasia are about 300 million dollars a year, and those of British India and the Strait Settlements, which show an increase of about ten per cent. in the decade, are 300 million dollars annually.

More than half this enormous sum of the imports of these four great countries are, as above indicated, classes of articles produced in the United States and offered for sale by her people. Of cotton and cotton goods alone, the imports into these four countries amount in round numbers to 130 million dollars per annum, and of this amount but little over ten million dollars' worth is from the United States, the great cotton-producing country of the world. Imports of iron and steel into the four countries in question amount to over thirty million dollars, and of this, seven million dollars' worth comes from the United States. The imports of leather and manufactures amount to seven million dollars, and less than one million dollars of that sum from the United States; wood and manufactures thereof to about eight millions annually, and less than two millions of it from the United States; machinery, not included under the head of iron and steel manufactures, to thirty million dollars, of which less than two millions were from the United States; chemicals, drugs, etc., amounted to more than ten million dollars, with less than one million of it coming from this country. Of the seventeen million dollars' worth of mineral oils imported into the four countries in question, we furnished over one-half last year. Of the thirteen million dollars' worth of breadstuffs furnished to those countries, our share was less than five million dollars' worth, and of the six million dollars' worth of coal, we furnished less than one per cent. Of the three million dollars' worth of provisions, we furnished but little more than a quarter of a million dollars' worth.

Of the eleven great classes of articles, manufactures of cotton, iron and steel, leather, wood, machinery, chemicals, mineral oils, breadstuffs, provisions, coal and raw cotton, China imported in 1897 ninety million dollars' worth, and of that sum, eleven million dollars' worth came from the United States. Japan imported in 1897 fifty-eight million dollars' worth, and of that sum, twelve million dollars' worth came from the United States; British Australasia imported sixty-four million dollars' worth, of which twelve million dollars' worth came from the United States, and British India ten million dollars' worth, of which three and a half million dollars' worth was furnished by the United States.

PAN-AMERICAN R. R. BARROW.



With Round Steel Spoke Wheel. The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.

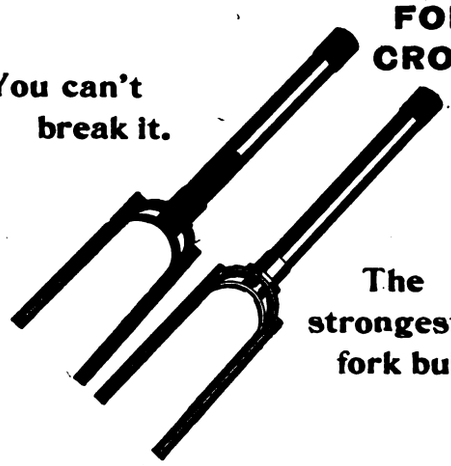
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COLUMBUS, O., U. S. A.

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Iver Johnson Drop Forged Double Arched FORK CROWN

You can't break it.



The strongest fork built.

AN EXAMPLE OF IVER JOHNSON CONSTRUCTION.

Send for free catalogue with full description of this and other good features. . . .

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E. BISSELL & CO.,
WHOLESALE AUCTIONEERS,

Wednesday and Thursday, Feb. 15th and 16th,
AT 10 O'CLOCK.

At No. 12 Murray Street and No. 15 Park Place, New York.

BY ORDER OF THE MANUFACTURERS,

LARGE UNRESERVED TRADE SALE OF

CUTLERY, &c.

Comprising in part: Over 25,000 dozen Table Knives and Forks and Knives only—desirable patterns. *1000 pairs and Sets Fine Carvers. 1000 dozen Fine Hollow-Ground Razors.* American Pocket Knives and Scissors and Shears. *3000 dozen* Silver-Plated German Silver and T. P. Tea and Table Spoons and Forks, and Medium and Dessert Knives. *1000* dozen *Butcher,* Bread and Pallet Knives. Also on

WEDNESDAY, FEB. 15th, AT 11 O'CLOCK,
BY ORDER OF THE MANUFACTURER,
A large assortment of

First Quality Nickel Trimmed Granite and Pearl Agate Ware and Britannia Ware.

This sale will be *WORTHY* the attention of the *JOBBING* and *RETAIL TRADE.* The *ENTIRE LINE* of goods will be *SOLD WITHOUT RESERVE.*

CATALOGUES READY FEB. 11th.

Some Old Days.

Think of a dinner party where the guests hungrily grabbed choice bits from the dishes in their immediate neighborhood, and having dipped their "gobbets" in sauceboats which were commonwealths of gravy, then proceeded to get the dripping morsel "indoors" with the best grace they might. Truly there are compensations for not having dwelt in ye good old times. Silver forks were considered the last extreme of foppery in the seventeenth century, and even early in our own good Queen's reign, black-handled, steel-pronged instruments were the only wear of lower and middle classes.

In the days of Queen Anne forks were treated variously to prongs, some being made with two, while many counted to six. Yellow handles had a vogue one year, green another, and so on, until every shade in the rainbow was reached. Many of these quaint relics are still preserved as heirlooms, and in one north country mansion a set of pink coral-handled, pearl-inlaid forks are used on great occasions, which tradition has it once graced Mistress Anne's own royal board.

Now the electro-plate has spread itself over the land. Mayfair and Belgravia are harking back to something away and apart from even the cheapened sterling silver of widespread use, and fancy china-handled forks, stained ivory and jade have been seen on many dinner tables of the social elect during the season.

Aluminum is being pressed into the service, too, and it is not unlikely that the present plain fork of unornamental aspect will be shortly relegated to the hades of lodging house or suburban abode, as out of tune with the artistic intentions of this highly ornate generation.

Sir John Llewelyn, M.P., speaking at a meeting in connection with the Swansea Savings Bank, referring to the disastrous effects of the South Wales coal strike, said from careful calculations he had made he estimated the loss to the industrial community at six millions.—*Exchange.*

The preliminary report of the Nicaragua Canal Commission, states that the project is feasible, and estimates the cost of construction at $123,000,000.—*Exchange.*

Splitting Knives.

WE MAKE BUTCHER KNIVES

for particular people, and please them, too. It is because we are particular about what we make them of and particular about the way they are made. We want to make some knives for you, if you are particular. We find it pays for you and for us to be particular about BUTCHERS' CUTLERY.

Steak Knives.

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E. S. HULBERT & CO., BERNARDSTON, MASS.
MANUFACTURERS OF
CUTLERY THAT CUTS.

Boning Knives.

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ESTABLISHED 1842.



"Arcade Files are the best. I know it, for I use them."

Our proposition to you is a simple one. We ask you to try an order of . . .

Arcade Files

at our risk, and if they don't cut faster and wear longer than any others, to send them back at our expense.

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SELF LOCKING SPRING SHACKLE.



"MAIL POUCH"

Iron, Bronze Plated,
Finish No. 7½, Brass Hasp.
2 Nickel Plated Steel Keys.

"COLUMBIA"

Ivory Block, Oroide Finish,
And Brass Cases.
2 Nickel Plated Steel Keys.

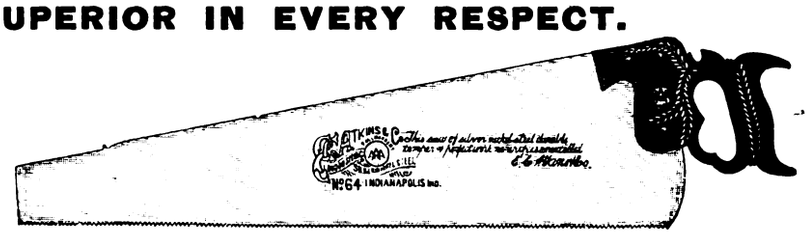
No question about **Atkins' Hand Saws**

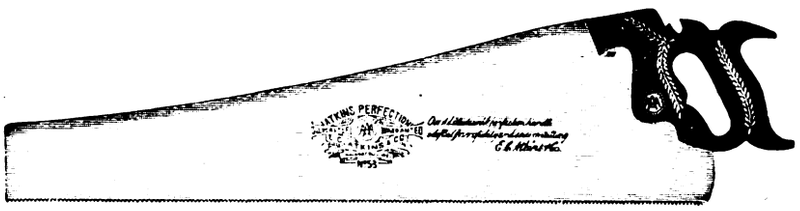
filling the bill.

THEY ARE SUPERIOR IN EVERY RESPECT.

No. 64.

London Spring, Silver Nickel Steel, Carved and Polished Apple Handle.





No. 53.

Silver Steel, Skew Back, Carved and Polished Apple Handle.

ATKINS' "DAMASKEENED" HAND SAWS ARE PERFECT.

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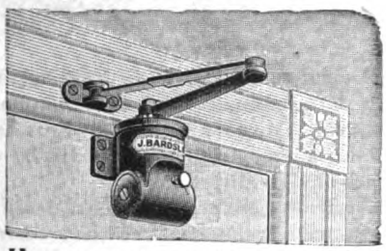
E. C. Atkins & Co.,

INDIANAPOLIS, IND.

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THE "BARDSLEY"

Oil Door Check AND Spring



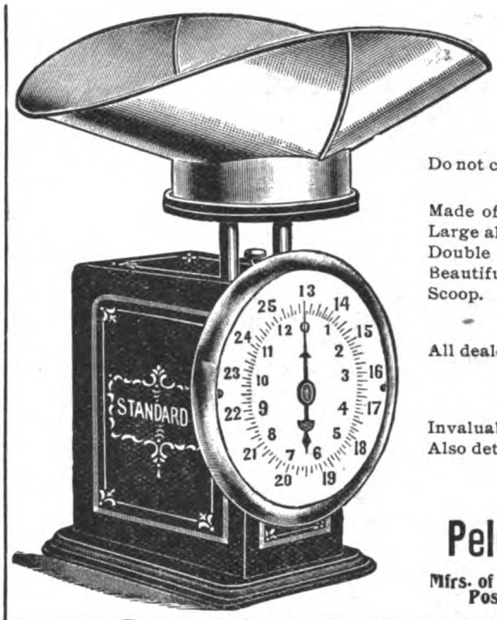
HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size	A,	price each,	$3.50
"	B,	" "	4.00
"	C,	" "	5 00
"	D,	" "	6 00
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JOS. BARDSLEY,

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PELOUZE "STANDARD"

Family or Counter Scale

25 pounds by ounces.

Do not confuse the "STANDARD" with inferior scales.

Made of Steel throughout, no castings to break. . . Large aluminum dial, nickel rim, black figures. . . Double upright steel supports, insuring accuracy. Beautifully japanned and striped. Large polished Scoop. . . . . .

Warranted Accurate.

All dealers should sell the

....STANDARD....

at all seasons of the year. Invaluable to families in preserving and canning. Also detects errors in weight of purchases. . . . .

Order Through Your Jobber.

Pelouze Scale & Mfg. Co.,

Mfrs. of Reliable Family, Counter, Postal and Candy Scales. CHICAGO.

TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1853.

Tools, Cutlery and Springs.

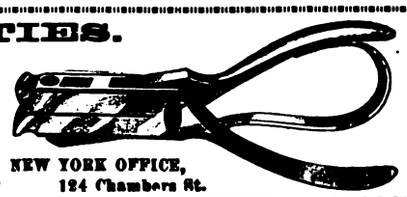


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Applied to the building of Steel and Iron Bridges—By Olaus Henirci—Illustrated, - - - - $1.50

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The Method for Calculating Strains in Trusses, with a careful comparison of the most prominent trusses, in reference to economy in combination, etc. By Col. Wm. E. Merrill, U. S. A.—Illustrated—Cloth, - $5.00

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By a Foreman Pattern Maker—Illustrated with 81 engravings—Cloth Binding, - - - - $1.50

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WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to HARDWARE PUBLISHING COMPANY, - - 143 Chambers Street, New York City.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Carbondale, Ill.—The M. H. Ogden Hardware Co. has been incorporated; capital stock, $2500. Incorporators: M. H. Ogden, M. R. Ogden and L. Osburne.

Chattanooga, Tenn.—The Magill Hardware Co. has been incorporated. The incorporators of the new concern are W. L. Magill, T. H. Johnson, S. M. Hardin, J. B. Milligan and T. G. Montague.

Clarksville, Mo.—The Clarksville Hardware Co. has been incorporated by Richard S. Davis, Thomas J. Kendrick and Thomas J. Gibson. Capital stock, $3000.

Columbia, B. C.—Wastell Bros.

Dallas, Tex.—The Sunset Hardware Co. has been incorporated by C. A. Keating, H. A. Keating and F. F. Snodgrass; general merchandise. Capital stock, $5000.

DeKalb, Mo.—The DeKalb Hardware & Furniture Co. has been incorporated. Capital, $4500. Incorporators: C. K. Leslie, J. W. Sullards and J. T. Spencer.

Dodge Center, Minn.—Harmer Hardware Co.

Jefferson, Iowa.—D. H. Huston.

Meriden, Conn.—C. Rogers Bros. has been incorporated; capital stock is placed at $1,000,000, of which $5000 is paid in. The concern will engage in the cutlery and Hardware business. Cephas B. Rogers, of Meriden, Conn.; H. Burton Rogers, of Danbury, Conn., and Arthur J. Baldwin, of East Orange, N. J, are the incorporators.

Redwood, N. Y.—J. Kelly.

Changes and Improvements.

Adams, N. Y.—George Maloney, Hardware dealer, who has been in business in this place for about ten years, has sold out to Mr. Cook of Copenhagen, who has taken possession.

Anita, Iowa.—E. V. Martindale, Hardware, succeeded by Isaac Hauck.

Athens, Tex.—Miller & Carroll, Hardware, succeeded by Miller, Carroll & Spencer.

Bangor, Me.—Thompson & Comey, stoves, succeeded by John L. Comey.

Bellevue, Mich.—T. P. Morton & Co., Hardware, succeeded by H. M. Weed.

Blaine, Wash.—A. L. Johnson, Hardware, sporting goods, etc., succeeded by C. B. Hovey & Son.

Brook, Ind.—Rich Bros. Hardware, succeeded by Rich & Lyons.

Cassadaga, N. Y.—M. B. Payne and W. C. Burrows have bought the Hardware goods of Mr. Crandall.

Cazenovia, N. Y.—The firm of Marshal. & Bumpus, dealers in Hardware and bicycles, has been dissolved by mutual consent; Mr. Bumpus retiring.

Centerville, Mich.—John Kiefer, Hardware, sold out.

Clarinda, Iowa.—S. L. Sherman, Hardware, changed style to Sherman Hardware Co.

Forestville, N. Y.—F. Terry will move his stock of Hardware, etc., into the Dye building, vacated by G. W. Hilliker.

Fort Madison, Iowa.—F. P. Kriekenbaum has sold out his Hardware stock to a resident of Gorin, Mo. The stock is now being moved to that place.

Frewsburg, N. Y.—Willis Hale has disposed of his interest in the Hardware store to Dana Hunt. Hereafter the firm will be known as Hunt & More.

Fulda, Minn.—Aug. Yung, Sr., Hardware, admitted partner.

Greenwich, N. Y.—Lewis H. Fitch, Hardware, sporting goods, etc., sold out to Parker & Cleveland.

Greenwood, Ark.—S. F. Lawrence, Hardware and implements, sold out.

Gibsonburg, Ohio.—Schumaker & Hurlbut, Hardware, dissolved.

Glencoe, Minn.—F. L. Polack, Hardware, sold out.

Gosport, Ind.—J. O. Myers & Co., Hardware, dissolved partnership.

Hartwick, N. Y.—George Porter & Son have bought the Hardware stock of D. Gardner & Co., and are moving the goods into the Parker store.

Helena, Ark.—J. A. Tappen has been succeeded in business by the J. A. Tappen Hardware Co., with $25,000 paid up stock.

Hopkinsville, Ky.—Thomson & Meadows, Hardware, succeeded by Thomson & Bassett.

Jackson, Mich.—O. H. McConnel has sold his Hardware store to his son-in-law, Charles V. Jenks, and Charles R. Pickett, of Albion.

Kopperl, Tex.—Greer Bros., Hardware and implements, have sold out their stock to Russell & Shelton.

Lake View, Iowa.—A. Armstrong, Hardware, sporting goods, etc., succeeded by Clark & Butler.

Lebanon, Pa.—The Hardware firm of George Krause & Co., which for many years conducted its business in the large three-story building, at No. 35 South Eighth Street, composed of George Krause, Geo. H. Reinoehl, John D. Brown, J. Shindel Krause and George D. Krause, has been dissolved. Hereafter, the Hardware, furnace, mill supply and bicycle business will be conducted by George Krause, John D. Brown and George D. Krause, under the firm name of George Krause & Co., at the old stand.

Loraine, Ill.—Roley & McCune, Hardware, sporting goods, etc., succeeded by McCune Bros.

Marion, Ill.—Geo. C. Heyde has bought out the interest of John B. Heyde in the Hardware firm of Heyde & Bro.

Marion, Ind.—Keen & Wright, Hardware, sporting goods, etc., succeeded by A. C. Wright.

McMinnville, Tenn.—W. A. Robinson has bought an interest in the Hardware and implement business of W. H. York, and the style of the new firm is York & Robinson.

Melvin, Mich.—McDonald Bros. are erecting a large building which will be occupied as a Hardware store.

Montivideo, Minn.—L. C. Cook, dealer in Hardware, sporting goods, etc., has removed to new and larger quarters.

Morrillton, Ark.—Burrow & Patton, Hardware, succeeded by Burrow & Co.

New Woodstock, N. Y.—H. D. Ryder has sold his Hardware stock to William Huntley, Jr.

Norwich, N. Y.—King & Nash, Hardward, dissolved partnership; Mr. King continues.

Oakwood, Tex.—J. A. Moore has purchased the Hardware stock of C. E. Turner, deceased.

Oregon, Ill.—Sauer & Andrew, Hardware, etc.; old implement warehouse is being fitted up and they will remove their Hardware stock to this building.

San Mateo, Cal.—The San Mateo Hardware Co., wholesale and retail dealers in Hardware, etc., succeeded by W. H. Palmer and J. H. Doane.

Summitville, Ind.—McLain & Peters, Hardware, succeeded by McLain & Early,

Tekonsha, Mich.—H. M. Randall has purchased the F. H. Cogswell Hardware stock and building.

Toledo, Ohio.—W. H. & H. S. Norton have rented for a term of years the old Lorenz building on Jefferson Street, and when the building has been remodeled a large Hardware store is to be located there by the Messrs. Norton, who come here from the East.

Waxahachie, Texas.—Ed. Oldham, Hardware, is preparing to move to the Brown building, on the North Side.

Wyoming, N. Y.—The Hardware firm of Walker & Coultry, of this place, have dissolved partnership. Mr. Walker will continue the business.

Business Embarrassments.

Galveston, Tex.—Charles Engelke, doing business under the name of Charles Engelke & Co., Hardware merchants, has assigned to J. L. Boddeker.

Fires in Hardware Stores.

Meckinock, N. D.—Frazee's agricultural implement store damaged by fire.

Roodhouse, Ill.—F. E. Woolley's Hardware store has been destroyed by fire. Loss, $7000; insurance, $4200.

Youngstown, Ohio.—John Henni's Hardware store has been damaged by fire.

Burglaries in Hardware Stores.

Alvarado, Tex.—Chapman & Sansom, cutlery.

Alvarado, Tex.—G. G. Golding, razors.

Charlestown, W. Va.—L. D. Getzendanner, $50.

Bound Brook, N. J.—Wm. H. Dunham, $100.

Rock Island, Ill.—John Koch, razors.

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WATERBURY BRASS CO.,
60 Centre St., New York.
. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
OF ALL KINDS.
Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,
EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.

TAPS, DIES, SCREW PLATES, REAMERS, Etc., Etc.



Send for Price List.
Wiley & Russell Mfg. Co.
GREENFIELD, MASS.



The
Blount Door Check
is described in a monthly bulletin of good things issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

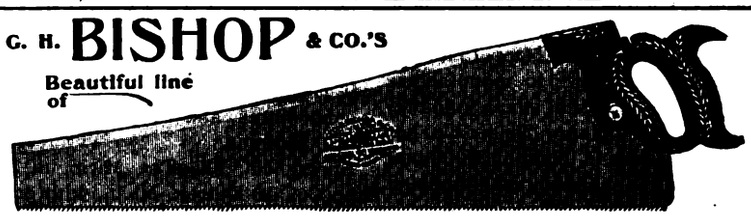
The Yale & Towne Mfg. Company.
GENERAL OFFICES:
9-11-13 Murray St., New York.

TRADE MARK.



GOULD'S STEAM & WATER PACKING
Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.
THE GOULD PACKING CO.,
A. CHIPMAN, Treas. EAST CAMBRIDGE, MASS.

SAWS C. H. **BISHOP** & CO.'S Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives.
KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

...Established 1867



C. H. & E. S. GOLDBERG,
MANUFACTURERS' AGENTS FOR
General Woodenware,

BROOMS,	*SCREEN DOORS,*	*LINOLEUM,*
BRUSHES,	*WINDOW SCREENS.*	*MATTING,*
BASKETS,	*WASHING MACHINES,*	*RUGS,*
REFRIGERATORS,	*CLOTHES WRINGERS,*	*CORDAGE,*
SNOW SHOVELS,	*HAMMOCKS,*	*TABLE OIL CLOTH,*
FLOOR OIL CLOTH,	*BICYCLES,*	*ICE CREAM FREEZERS.*

Possessing ample facilities, in their new location covering nearly a whole block, they are enabled to carry the largest stock of goods in this line known to the trade.

New Catalogue Mailed on Application.

WEST BROADWAY, READE and HUDSON STS., NEW YORK.

"READS ADS. AND ALL."

Fred. A. Welles, Milwaukee, Wis.: I like your paper first rate, and I read the advertisements as well as the rest.

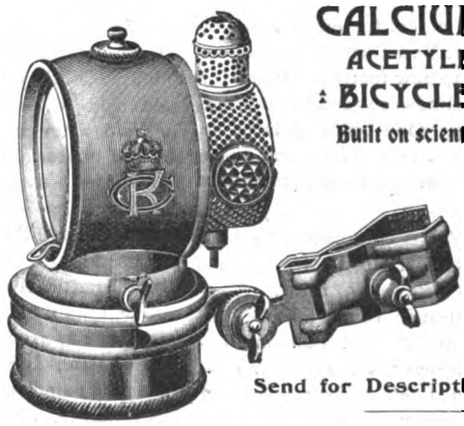
"ON OUR AD. LIST AS ONE OF THE BEST."

Troy Nickel Works, Troy, N. Y. [*Alaska Stove Hardware*]: You are on our advertising list as one of the best. We will be glad to keep you in this position.

"TRACE MANY SALES TO 'HARDWARE.'"

Philadelphia Lawn Mower Co., Philadelphia, Pa. [*Lawn Mowers*]: We have been with you for some years, and can trace many sales to HARDWARE's influence.

CALCIUM KING
ACETYLENE GAS
BICYCLE LAMP
Built on scientific principles.
NO SMOKE.
CANNOT JAR OUT OR BLOW OUT.
CHARGED AND RECHARGED QUICKLY.



Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,
Waterbury, Conn.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements. etc, will be gladly received, and promptly published.

New Companies, Etc.

Baltimore, Md. —The Arupdel Caster Mfg. Co. has been incorporated by Henry P. Wartman, George R. Jacobs, William Hallahan, A. J. Robinson and John F. Schulz; for the purpose of manufacturing and dealing in furniture, casting and light Hardware. Capital stock, $1000.

Baltimore, Md.—The J. S. Hull Mfg. Co. has been incorporated; to manufacture tools and machinery. Capital, $100.000. Incorporators: J. F. Harris, J. S. Hull, C. E. Harris, E. P. Herpin, C. E. Hull, G. H. Knapp.

Cambridge, Ohio.—The Byesville Iron & Steel Co. has been incorporated by A. M. Brown, C. M. Dillisen, J. H. Opperman, W. L. Scott and B. T. Scott; to manufacture iron and steel, etc. Capital stock, $150 000.

Chicago, Ill.—The Henry Nelson Co. has been incorporated by H. Nelson, H. Baum and W. O. Olin; to manufacture plumbers' supplies. Capital stock, $10.000.

Fort Dodge, Iowa.—The Mitchell Implement Co. has been incorporated by J. W. Amond, William Stahlbock, Chas. W. Berresford, P. M. Mitchell and August Nelson; wholesale and retail agricultural implements. Capital stock, $50,000.

Louisville, Ky.—The Marion Scale Co. has been organized to manufacture the Halladay patent.

Malden, Mass.—The Re-New Lamp Co. has been incorporated; to manufacture lamps, etc. Authorized capital, $6000. Paid in, $6000. Incorporators: W. Howland, H. Hastings, G. H. Smith.

Mansfield, Ohio.—A stock company with a capital stock of $15,000 has been incorporated, for the purpose of manufacturing wrenches and a general line of drop forge and machine work. The company will be known as the Galion Drop Forge Machine & Specialty Co. The incorporators are: H. Lannis, Leroy Marley, R.C. Tracht, Weldel Hellrich and F. A. Smith.

New Castle, Pa.—The New Castle Shovel Co. has completed a deal for eight acres of the Sword farm, at New Castle Junction, on which to locate the new factory. Plans for the two main buildings are ready and work will begin at once. One building is to be 300x80 feet, another 120x60 feet, and there will also be an annealing house, storeroom and office.

New York, N. Y.—A corporation bearing the name of the Rubber Goods Mfg. Co. has been organized by Charles R. Flint. Associated with Mr. Flint in this syndicate are: J. Pierpont Morgan, August Belmont, ex-Governor R. P. Flower, ex-Governor Levi P. Morton; Kuhn, Loeb & Co.; Speyer & Co., J. & W. Seligman, I. & S. Wormser, Anthony N. Brady, P. S. Goodhart & Co., of New York; Lee, Higginson & Co., of Boston, and Henry D. Pierce, of Indianapolis, who is also of counsel.

New York, N. Y.—The U.T. Hungerford Brass & Copper Co. has been incorporated by U. T. Hungerford, F. G. Dow and J. R. Van Brunt; to deal in brass and copper. Capital stock, $25,000.

New York, N. Y.—The William Porter's Sons Co. has been incorporated by Annie M. Porter, William H. Porter and William F. Porter; to manufacture lamps. Capital stock, $100,000.

Portland, Me.—The Pan-American Rubber Co. has been organized, for the purpose of dealing in india rubber, with $1,000,000 capital stock, of which $500 is paid in. The officers are: President, A. J. Desmond, of Portland; treasurer, E. K. Milliken, of Deering.

Rutherford, N. J.—The Le Blanc Lock Fastener Co. has been incorporated by Alfred Le Blanc, Rudolph Guttman and Samuel Einstein; to manufacture and deal in goods, wares and merchandise. Capital stock, $200,000.

Springfield, Ill.—The Michigan Brass & Iron Co., of Detroit, Mich., with capital of $200,000, has been licensed in Illinois for $2500.

St. Louis, Mo.— The Advance Water Heater Co. has been incorporated by I. E. Reis, Sol Hammer, W. F. Kennedy and B. Robinson; to manufacture water heaters. Capital stock, $5000.

Toledo, Ohio.—The Lucas Pump Mfg. Co. has been incorporated. Capital stock, $5000. Incorporators: J. O. Cable, Herman Waither, Benjamin Biddle, J. L. Jacobs, J. W. Bussard.

Changes and Improvements.

Ansonia, Conn.—Owing to the great increase of their business, the Bullard Machine Co. is about to erect an extensive addition to their factory. The new building will be 80x60 in dimensions, and, on completion, is to contain much improved machinery.

Appleton, Wis. — The Appleton Wire Works have decided to build a large addition to their plant.

Hamilton, Ont.—T. E. Leather has sold out his interest in the Ontario Tack Co., to J. Orr Callaghan.

Lawrence, Kan.—The plant of the Consolidated Barb Wire Co., of this city, has been sold to the American Steel & Wire Co., and after invoicing the mill and the stock of material on hand, the new owners have taken possession.

Lorain, Ohio.—C. L. Penney, agent, has leased the buildings and machinery formerly used by the Lorain Wrench Co., to the Globe Brass & Iron Mfg. Co., of Cleveland, who will manufacture all kinds of brass fittings such as are used in plumbing.

Newcastle, Ind.—The Jennings handle factory is being remodeled and rebuilt.

Normandy, Tenn.—Tressider & Co. will soon open up a handle factory here for the purpose of manufacturing plow handles.

Perry, N. Y.—The Robison Cutlery Co. is to enlarge its factory and engage in the manufacture of razors.

Recent Embarrassments.

Washington, D. C.—Edwin L. Willson and Edward L. Stoddard, trading as E. L. Willson & Co., pump dealers, at No. 514 Twelfth Street, northwest, have made an assignment for the benefit of their creditors to Douglass S. Mackall. Assets, $3513; liabilities, $3564.57.

Recent Fires.

East Alton, Ill.—The factory of the Western Cartridge Co. has been destroyed by a series of explosions.

Greensburg, Pa. —The Greensburg Bolt & Nut Works have been destroyed by fire; partially insured.

New York, N. Y.—The stock of the Star Safety Razor Co , of No. 4 Reade Street, has been damaged by fire.

Miscellaneous.

Batavia, N. Y.—At the annual election of the Baker Gun Co., the following trustees were elected: W. T. Mylcrane, C. W. Hough, the Hon. George Bowen, E. W. Atwater, H. T. Miller, the Hon. R. A. Maxwell and M. O. Dennis. The trustees organized by re-electing W. T. Mylcrane, president and treasurer; C. W. Hough, vice-president, and E. W. Atwater, secretary.

Cincinnati, Ohio.—The American Tool Works Co. recently shipped a carload of machinery to Japan for a Japanese arsenal, a carload of machinery to Italy, and several orders to Russia.

New York, N. Y.—At a meeting of the stockholders of the American Steel & Wire Co., the following directors were elected: To serve three years, John W. Gates, Isaac S. Ellwood, William Edenborn, Henry Seligman, John Lambert; to serve two years, Stewart H. Chisholm, Frederick P. Voorhees, William P. Palmer, Philip W. Moen, Frederick Strauss; to serve one year, George T. Oliver, Francis M. Drake, Charles T. Boynton, James Hopkins and Charles C. Howard.

St. Louis, Mo.—At a meeting of stockholders and directors of the St. Louis Shovel Co., the following officers were elected: President, J. C. Birge; vice-president, S. S. Gould; secretary and treasurer, E. K. Holton. Directors: Ernest M. Birge and Walter M. Birge.

Syracuse, N. Y.—At a meeting of stockholders of the Syracuse Chilled Plow Co., these trustees were elected: Austin C. Chase, Francis Hall, Joseph C. Willets, James Manning, Harry Wiard, T. J. Leach, J. C. Chase, C. A. Chase, W. W. Wiard. The trustees elected the following officers: Austin C. Chase, president; Francis Hall, vice-president; Joseph C. Willetts, secretary; W. W. Wiard, assistant secretary; James Manning, treasurer; C. A. Chase, assistant treasurer; Harry Wiard, superintendent.

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OIL HEATER

....Has been on the market for five years....



SIZE 8.
971 HEATER COMPLETE.
Height, 27 in.
Wick, 9 in. in Circumference.

Thousands are in use all over the world.

Light and Portable.

No Ashes, No Dirt.

Less Care Than an Ordinary Lamp.

Large Opening for Filling.

Indicator Showing Amount of Oil in Fount.

Perfect Ratchet Wick-raising Device.

Patent Double Drum, Increasing Radiation More Than Half.

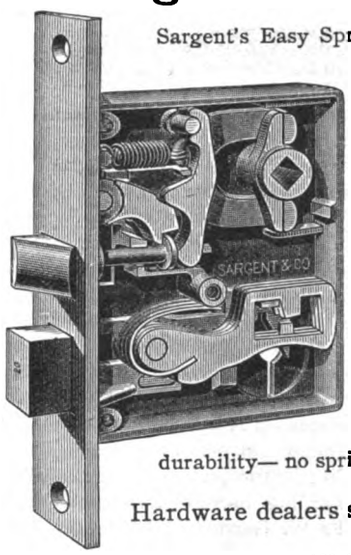
FACTS TALK.

They give satisfaction to others, and will to you If not, we will refund your money....

New York. Boston. Chicago.

Plume & Atwood Mfg. Co.,
FACTORIES.
Waterbury and Thomaston, Conn.

Sargent's Easy Spring Locks.



Sargent's Easy Spring enables the Latch Bolt to work very freely so that the door does not have to be slammed nor stand ajar, but latches gently as it is closed. This is accomplished by using a good stiff spiral spring, with a long leverage for the Latch Bolt, and a direct pull for the Knob, thus producing the desirable combination of

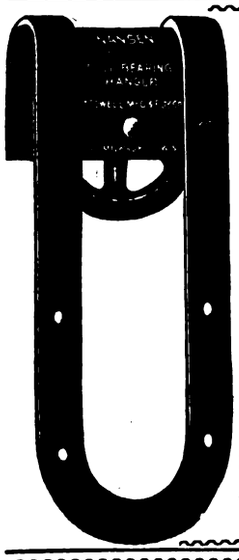
EASY ON THE LATCH BOLT.

FIRM ON THE KNOB.

The Spring cannot rub on the case, and it is impossible for it to bow or to get out of position. Working in a direct line, and so short a distance, without friction, gives great durability— no springs to be replaced, nothing to get out of order.

Hardware dealers should supply the demand for these Locks.

SARGENT & CO., 149-151-153 Leonard St., New York. 112 Water St., Boston. 717-718 Witherspoon Bldg., Philadelphia. New Haven, Conn.



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,
So. Milwaukee, Wis.

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue of . . Scythe Stones, Oil Stones, Razor Hones and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.

WANTED

JOB AND SPECIAL LOTS

FOR SPOT.

. . .SEND FULL PARTICULARS. . .

BROWNE & MANSFIELD,
245 BROADWAY, NEW YORK.

HORSESHOE-H-STUDS (Neuss' Patent)



Always Sharp! No Slipping of the Horse!
No injuries as caused by other Studs!
Great Saving of Horses and Horseshoes!
Price List, with Testimonials, Post Free.
Patentees and Sole Manufacturers.

LEONHARDT & CO.,
SCHOENEBERG-BERLIN. GERMANY.

WE WANT RESPONSIBLE DEALERS



in every town to sell the Best
HAND CULTIVATOR AND WEEDER.
It's a good puller. Material and workmanship right.

ULRICH MFG. CO.,
No. 64 River St., ROCK FALLS, ILL.

FOR EXPORT.

Hardware, Cutlery, Brass and Wire Goods

WRITE US FOR QUOTATIONS.

Address
Foreign Department.

LOEB & CO.,
19 CLINTON PLACE, NEW YORK.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Akron, Ohio.—The Akron Trolley Wheel Co. has been incorporated by A. E. Hiatch, L. H. Williams, C. A. Williams, B. C. Carter and W. M. Carter; to manufacture wheels. Capital stock, $10,000.

Bala, Pa.— William Olmsted, Hardware, bicycles, sporting goods, etc., will open a new store. He will also conduct an electrical and bicycle repairing department.

Denver, Colo. — The Bostwick Gun & Sporting Goods Co. has been incorporated by H. M. Bostwick, G. H. Adams, H.C. Van Schaack. Capital stock, $6000.

Detroit, Mich.—The Monnier Cycle Supply Co. is the style of a new house at No. 68 East Congress Street.

Detroit, Mich.—The Detroit Rubber Tire Co. has been incorporated, with a capital stock of $6000.

Hornellsville, N. Y. — The Hornellsville, Derksen Handle Bar Co. has been incorporated by J. Oppenheimer, G. P. Rishel and F. S. Prindle; to manufacture bicycle handle bars. Capital stock, $1000.

Mobile, Ala.—Bloch Bros. have contracted for machinery, and are now erecting a plant for putting rubber tires on vehicles of all kinds.

Mystic, R. I.—Chas. H. Denison will open his bicycle store in Morgan's Block.

Omaha, Neb.—The Allen Mfg. Co. has been incorporated in Nebraska, to make tire valves. The authorized capital is $20,000. The incorporators are: T. G. Northwald, C. C. Allen, G. N. Hypse, E. M. Allen.

Peoria, Ill.—The members of the firm of Rouse, Hazard & Co. are in business again. S. B. Hazard and a Mr. Doubet, who at one time was a member of the firm, have formed a partnership, and they will make and sell wheels, and handle sundries, wholesale agricultural implements, etc.

Portland, Me. — The Eaton Motor Carriage Co. has been incorporated; to manufacture motor carriages. Authorized capital, $500,000. Subscribed capital, $40. Paid in, $40. Incorporators: Paul Askenasy, A. M. Sheehan, Boston.

Rochester, N. Y.—The Bullis Ball Gear Co. has been incorporated by F. O. Bullis, A. J. Fist, T. J. Swanton and S. A. Servis; to manufacture bicycle gears. Capital stock, $75,000, of which $60,000 has been paid in.

Rochester, N. Y.—The Non-Puncturable Tire Co. has been incorporated in New York. Capital, $50,000. Directors: A. D. Ellis, of East Syracuse, and N. M. Ferguson, K. P. Shedd, E. A. Hinsdale, James S. Tripp and H. D. Shedd, of Rochester.

San Diego, Cal.—The San Diego Cycle & Arms Co.; for the purpose of making, buying and selling bicycles and arms. Directors: F. W. Garretson, D. F. Garretson, Geo. G. Garretson, J. S. Ackermann, San Diego. Capital stock, $10,000; subscribed, $3500.

Syracuse, N. Y.—The Trebert Automatic Coaster & Brake Co. has been incorporated. Capital, $10,000. Directors: Francis W. Gridley, C. Arthur Benjamin, Henry Trebert, William A. Wynkoop and Daniel W. Gridley, Syracuse.

Toronto, Ont.—The Wheeler Saddle Co., of Toronto, Ltd., is the name of a new company chartered by B. W. Yates, G.C. Clark, A. A. Mann, E. S. Wheeler and L. H. Foster, of Detroit, and H.P. Davies, of Toronto. The capital is $20,000.

Watertown, Mass.—The Watertown Rubber Co. has been incorporated in West Virginia, to manufacture and deal in rubber tires. Authorized capital, $200,000. Subscribed, $50. Paid in, $50. Incorporators: H. N. Wayne, E. Dizabean, Newton, Mass.; G. M. Goddard, A. W. Crossley, Boston; L. P. Destribotz, Watertown, Mass.

Changes and Improvements.

Anderson, S. C.—W. S. Simpson & Co., Thompson Cycle Works succeed.

Chicago, Ill.—The Brown-Lewis Cycling Co. has increased its capital stock from $10,000 to $100,000.

Chicago, Ill.—The Chicago Bicycle Rack Co. has changed its name to the Wallingford Mfg. Co. Change of object to general manufacturing.

Danbury, Conn.— Root & Chambers, bicycles, have dissolved partnership. A. G. Root will continue the business.

Kalamazoo, Mich.—Rhodes & Co., bicycle dealers, have dissolved partnership.

Montreal, Can.—A Canadian syndicate, composed of Hon. George A. Cox, E. Gurney, E. B. Ryckman and Richard Garland, of Toronto, and Warren Y. Soper, of Ottawa, have purchased the entire American rights of the Dunlop Tire Co. in the United States and Canada. A charter for the American portion of the business already exists, and application is being made for incorporation in Canada. The new company will be known as "The Dunlop Tire Co. of Canada," with a capitalization of $500,000.

Nevada, Iowa.—The bicycle firm of Cook & Farrar has been dissolved. The business will be continued by George P. Cook.

Olean, N. Y.—The Close Cycle Co., sold out to Frank and Fred B. Close. Style unchanged.

Rome, N. Y.—The Rome Bicycle Mfg. Co. has been dissolved. Samuel J. Harris retires and Albert Krebs will continue the business. Fred W. Fisher, of Syracuse, will be superintendent.

Washington, D.C.—J.D. Arnold, bicycles, No. 1325 New York Avenue, is offering business for sale.

Waterville, Me.—F. S. Brown, electrician and dealer in electrical and bicycle supplies, has rented the store so long occupied by Mr. Ames as a tin shop, and will move his business there from his present location next south of the central fire station. He is fitting up the new place now and expects to be moved in a week or two.

Wallingford, Conn.—The moving of the Wheel & Cycle Bar Co. works from here to Berlin is now an assured fact. In Berlin, a meeting has been held, and $16,000 worth of stock was taken.

Wilkesbarre, Pa.—Beels & Ferter, bicycle dealers, have dissolved partnership.

Recent Fires.

Harrisburg, Pa.—I. W. Dill, carriage and cycle works, damaged by fire; insured.

Indianapolis, Ind.—The Duthie Chain Co., manufacturers of chains, damaged by fire.

The *American Electrician* draws attention to the fact that the possibilities of electrical combination locks for cash drawers and similar receptacles have not yet been realized to their fullest extent. It requires but little ingenuity to arrange four or five push buttons in such a way that only one combination will close the circuit of an unlocking magnet, and any other will ring an alarm. The alarm could be placed at any convenient point, and at other points could be placed cut-out switches, which, when manipulated, would render it impossible even for one who knew the combination to succeed in opening it. The device is easily developed, and marketable.

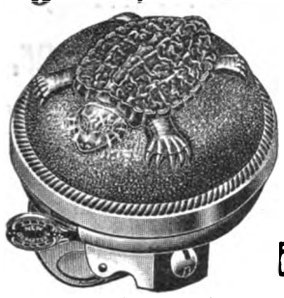
During 1898 oil lamp accidents caused 100 deaths, 44 in London, and 56 in the country.—*Exchange.*

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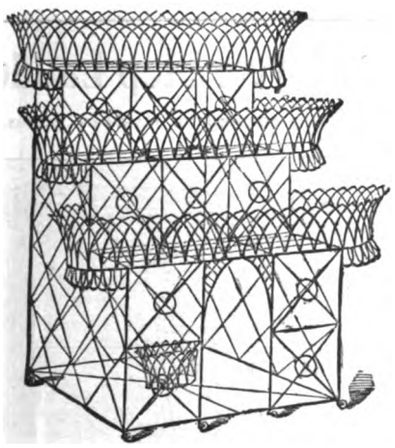
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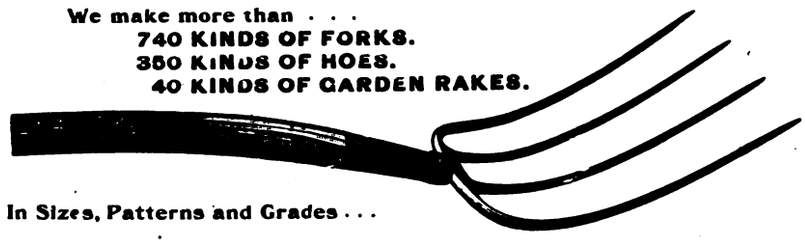
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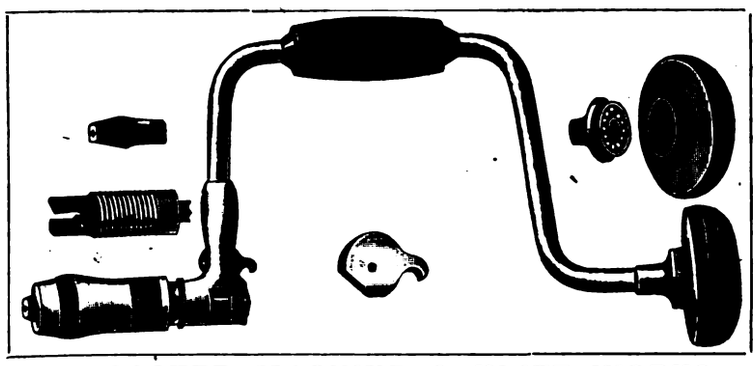
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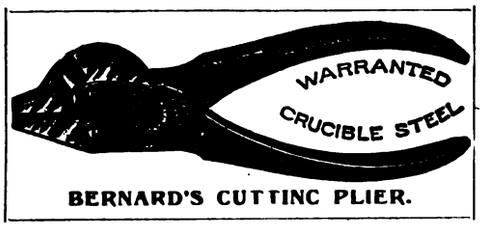
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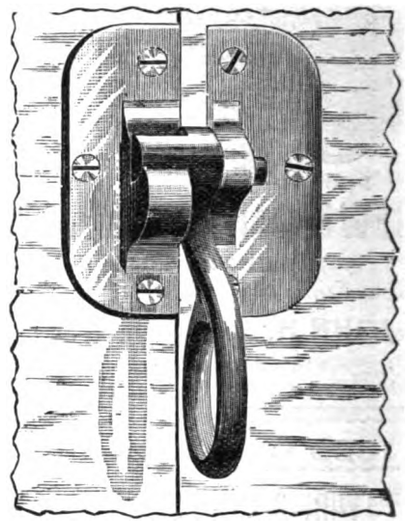
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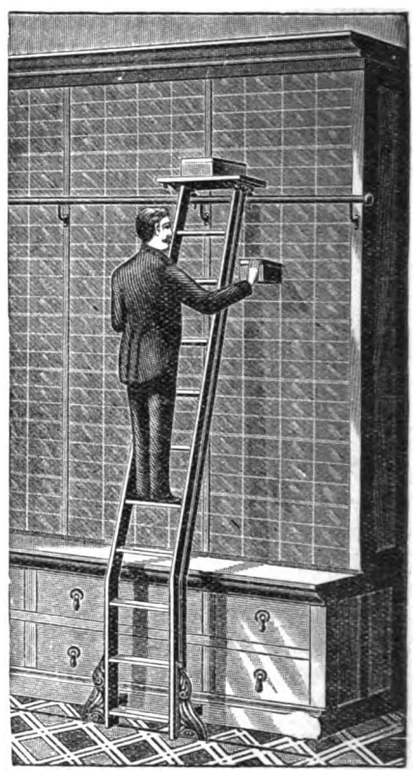
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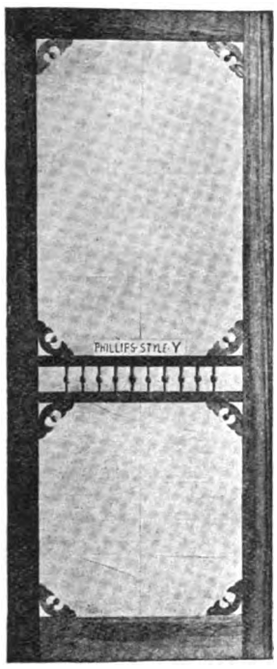
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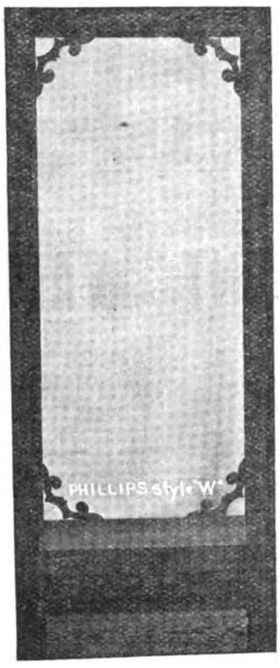
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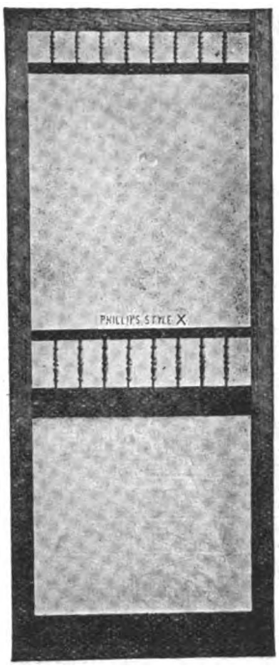
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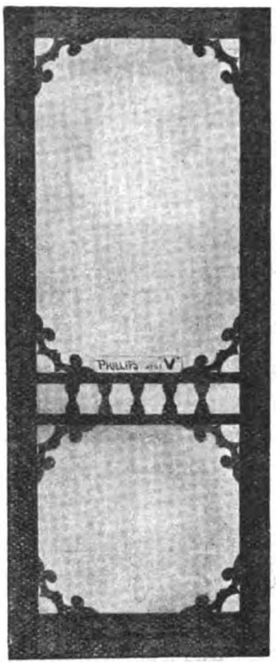
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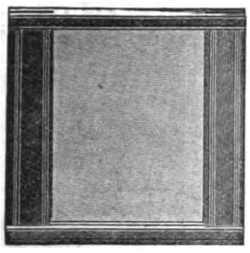
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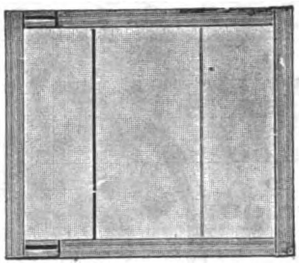






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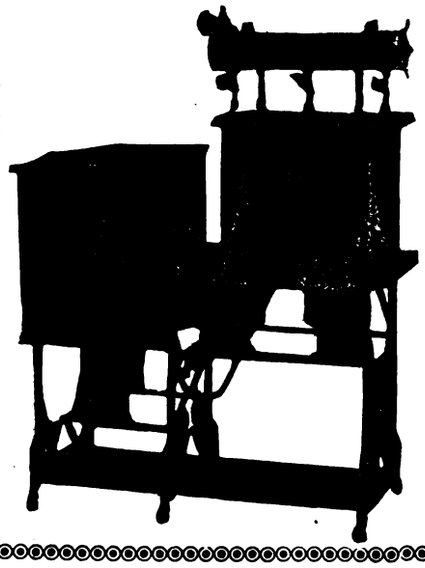
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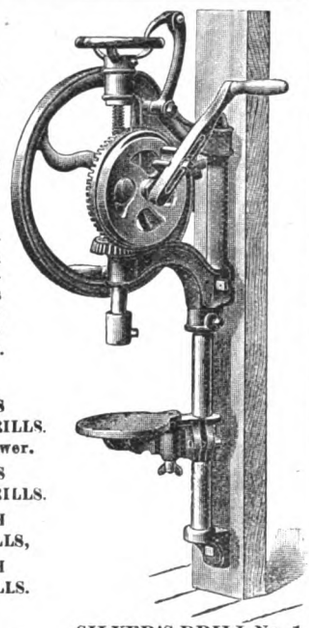
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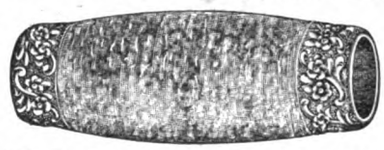
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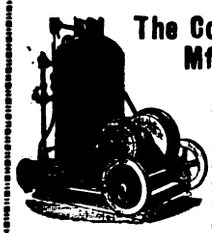
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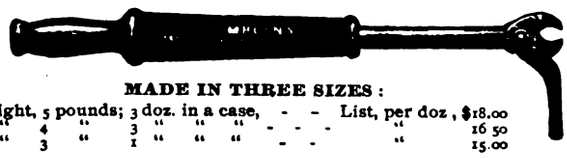
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The metric system is based upon the distance from the equator to the pole. The ten-millionth part of this arc was chosen as the unit of measure of length, and called a *Metre*. The cube of the tenth part of the metre was adopted as the unit of capacity, and denominated a *Litre*. The weight of a litre of distilled water at its greatest density was called a *Kilogramme*, of which the thousandth part, or *Gramme*, was adopted as the unit of weight. The multiples of these, proceeding in decimal progression, are distinguished by the employment of the prefixes *deca*, *hecto*, *kilo* and *myria*, from the Greek, and the subdivisions by *deci*, *centi* and *milli*, from the Latin:

TABLE FOR THE CONVERSION OF METRIC WEIGHTS AND MEASURES INTO ENGLISH.

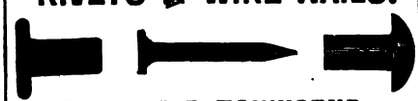
Metres into Yards.		Kilometres to Miles and Yards.			Litres into Gallons and Quarts.			Hectolitres into Quarts and Bushels.			Kilogrammes into Cwts. Qrs. Lbs. Oz.				Hectares into acres.	r.	p.
1	1·094	1	0	1094	1	0	0·880	1	0	2·751	1	0	0	2 3½	1	2	1 35
2	2·187	2	1	427	2	0	1·761	2	0	5·502	2	0	0	4 6½	2	4	3 31
3	3·281	3	1	1521	3	0	2·641	3	1	0·254	3	0	0	6 9¾	3	7	1 26
4	4·374	4	2	855	4	0	3·521	4	1	3 005	4	0	0	8 13	4	9	3 22
5	5·468	5	3	188	5	1	0·402	5	1	5·756	5	0	0	11 0¼	5	12	1 17
6	6·562	6	3	1282	6	1	1·282	6	2	0·507	6	0	0	13 3½	6	14	3 12
7	7·655	7	4	615	7	1	2·163	7	2	3·258	7	0	0	15 7	7	17	1 8
8	8·749	8	4	1709	8	1	5·043	8	2	6 010	8	0	0	17 10¾	8	19	3 3
9	9·843	9	5	1043	9	1	3·923	9	3	0·761	9	0	0	19 13½	9	22	0 38
10	10·936	10	6	376	10	2	0·804	10	3	3 512	10	0	0	22 0¾	10	24	2 34
20	21·873	20	12	753	20	4	1·608	20	6	7·024	20	0	1	16 1½	20	49	1 28
30	32 809	30	18	1129	30	6	2·412	30	10	2·536	30	0	2	10 2¼	30	74	0 21
40	43·745	40	24	1805	40	8	3·215	40	13	6·048	40	0	3	4 3	40	98	3 15
50	54·682	50	31	122	50	11	0 019	50	17	1·560	50	0	3	26 3¾	50	123	2 9
60	65·618	60	37	498	60	13	0 823	60	20	5·072	60	1	0	20 4½	60	148	1 3
70	76·554	70	43	874	70	15	1 627	70	24	0·585	70	1	1	14 5¼	70	172	3 37
80	87·491	80	49	1251	80	17	2·431	80	27	4·097	80	1	2	8 6	80	197	2 38
90	98·427	90	55	1627	90	19	3·235	90	30	7·609	90	1	3	2 6½	90	222	1 24
100	109 363	100	62	243	100	22	0·039	100	34	3·121	100	1	3	24 7	100	247	0 18
200	218 727	200	124	487	200	44	0·077	200	68	6.242	200	3	3	20 15	200	494	0 37
300	328 090	300	186	730	300	66	0 116	300	103	1·362	300	5	3	17 6	300	741	1 15
400	437·453	400	248	973	400	88	0·155	400	137	4·483	400	7	3	13 14	400	988	1 33
500	546·816	500	310	1217	500	110	0·193	500	171	7·604	500	9	3	10 5	500	1235	2 11

Hopkins' "Handy Notes and Queries."

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PRIEST'S CLIPPERS

BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

RIVETS & WIRE NAILS.

C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.


SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870.
. . . Manufactured by
James F. Martin, 1619 to 1625 Buan St., Frankford, Phila., Pa.

Seed's Reversible Self-Cleaning . . . WATER FILTERS
BRASS, NICKEL PLATED.
No. A1 Per dozen, $4.00 No. 3 Per dozen, $1.50
No. 2 " " 2.50 No. 4 " " 1.00
In 5 Gross lots, 10 per cent. off.
J. H. SEED, Manufacturer,
21 and 23 Centre Street, . . NEW YORK.

BEST INVESTMENT EVER MADE.
Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

WILLIS SAP SPOUT

In one piece with hook. Handsomely made from tinned malleable iron. Far superior to all others. Full line of other Maple Sugar Goods.
WILL NOT BREAK. Send for Circular.
CHARLES MILLAR & SON, Utica, N. Y.

EXPANSION BOLTS.
Ask for Catalogue B.

Single and Double.
For fastening all kinds of structure to brick and stone work.
STEWARD & ROMAINE MFG. CO.,
SOLE MANUFACTURERS, Philadelphia.


IRON & WIRE FENCING
ELLIS & HELFENBERGER,
500 SENATE — INDIANAPOLIS, IND.

Hardwaremen's Exchange.

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

WANTED—Stenographer; young man experienced in retail Hardware. Salary first year, $60 per month. Address, with letters of reference, Box 5, Durango, Colo.

SALESMAN of experience having an acquaintance with the Hardware and implement trade in States of New York, New Jersey and Pennsylvania, desiring a situation will please address M. S. L., office of HARDWARE, No. 143 Chambers Street, New York.

WANTED—By a large manufacturing establishment, a man to produce new articles for manufacture; line—mechanical Hardware and light machinery. Must be quick to see opening for new article and competent to design it. Trained mechanical engineer preferred. State fully past occupation and pay expected. Address "GOOD CHANCE," care HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

A YOUNG man (28), American, Southerner, has had four and a half years' experience as machinist and two years in Hardware store direct, wishes to connect himself with Hardware house, where he can make himself generally useful. Best references. Address BOX 60, care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted in the Hardware line. Have filled positions from salesman to buyer. What have you to offer? Age 29. Trained Address H.W., care HARDWARE, No. 143 Chambers Street, New York.

A PLUMBER, strictly first class, desires work in city or country; twenty years' experience; understands plans; can estimate, and furnish first-class references as to honesty, sobriety and ability. Willing to go anywhere. Address JAMES USHER, No. 475 East 115th Street, New York City.

OUTSIDE position as salesman or superintendent, in this city and vicinity. Practical man, thoroughly posted in all systems of heating and ventilating, also range and restaurant work and builders' Hardware. Well acquainted with architects and builders. Can influence trade and secure business. Will work at moderate fixed salary, or low salary and percentage on business handled. Address HICKEY, No. 106 West Sixty-first Street, New York.

WANTED—Collector, messenger or any outside position by a young man 36 years old. Ten years with last employer. Address X., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as Hardware salesman. Competent in all branches. Special experience in mechanics' tools, cutlery, sporting goods and builders' Hardware. Can estimate from plans, specifications, etc. Any desired references furnished. Address J. M. A., No. 423 Pearl Street, Burlington, Vt.

A MAN with ten years' experience in the iron business as office man and salesman, is open for an engagement in like position. Address BOX 2, care HARDWARE, No. 143 Chambers Street, New York.

ACTIVE man, 30 years of age, with ten years' experience in office of wholesale Hardware house, and five years on road for same house, wants position as office man or salesman. W. H. R., No. 326 West Twentieth Street, New York.

THOROUGH Hardwareman, married, strictly sober; a hustler; with A1 reference, desires position as manager of Hardware and house-furnishing goods store. JOHN T. NUTTALL, No. 222 Dickinson Street, Philadelphia, Pa.

YOUNG MAN (33) would like position with a wholesale Hardware house; 14 years' experience in builders' and shelf Hardware with one firm, both inside and on the road. Address C. P. S., No. 88 Chambers Street, New York.

COMPETENT office man (22), four years' experience, having references, being just mustered out of volunteer army, am without employment, and desire position with chance of advancement. Willing to start on moderate salary. J. A. B., No. 9 Orange Street, Charleston, S. C.

MACHINIST and tool-maker, designer of antomatic machinery and special tools, desires position; fifteen years' successful experience. Address "NEW ENGLAND," care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as buyer or manager in wholesale or retail Hardware house. Twenty-six years' experience in the Hardware business. Best of references. Address "COMPETENT," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman; any line; traveling or New York, by a young man with six years' experience in Hardware and electrical business. JOS. P. HITTORFF, No. 117 Chambers Street, New York.

SALESMAN (25), three good references covering eleven years' experience of good class house-furnishing and cabinet ironmongery; one year in West End of London. Address F. C., care HARDWARE, No. 143 Chambers Street, New York.

BUILDERS' Hardware salesman, thoroughly experienced, wishes position with good house, where ability and good habits will be appreciated; am familiar with plans and specifications, and estimating on same, and am competent of taking entire charge of this department. Address D. A. R., care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted by young man, age 25, seven years' experience in Hardware and cutlery importation; knowledge of French, and capable of acting as salesman or office manager. Address RELIABLE, care HARDWARE, No. 143 Chambers Street, New York.

POSITION as house or road salesman, 15 years in retail Hardware and stoves, a little in road work; best of references. Address L. B. 84, Castile, N. Y.

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Situations Wanted.

HARDWAREMAN wants position; fifteen years' experience in Hardware store and house-furnishing goods. Twenty-eight years of age. Married. A1 references. Address BOX 89, care HARDWARE, No. 143 Chambers Street, New York

A YOUNG man, American (21), steady and of good habits, would like a situation in some good Hardware house; familiar with carpenters' tools; references. Address CARPENTER, No. 318 Thirteenth Street, Brooklyn, N. Y.

WANTED—A position by a young man having had ten years' practical experience in Hardware in all its branches. S. M. C., care HARDWARE, No. 143 Chambers Street, New York.

A THOROUGHLY reliable man of good business experience wants any kind of responsible position. Has special knowledge of bicycle trade. CAREY, No. 500 West 166th Street, New York.

PRACTICAL mechanical engineer and foundryman thoroughly conversant with all details of engine, boiler and machinery, steam and water heating and ventilating, brass and iron foundry practice, etc. Good draughtsman. Accurate at figures and estimating, bookkeeping and accounting; capable of handling men; systematic and economical manager. Desires position with foundry or manufacturing concern, January 1, 1899 or sooner. Moderate salary. Good references. Please address E. W. D., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as salesman for manufacturing concern, or position in retail house; well up in specialties, tools and bicycles. Address "HARDWARE," No. 58 Belmont Avenue, Jersey City, N. J.

POSITION wanted by experienced bookkeeper and office man. Eight years with wholesale cutlery house, in charge of books, credits, collections and correspondence. Leaving on account of change in firm. Address T. E. T., No. 69 Pearl Street, Boston, Mass.

COMPETENT office-man (32), ten years' experience, first-class references, desires position, with chance for advancement, with wholesale Hardware house, or manufacturer. Salary to start, $10. "DOUBLE ENTRY," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (30) would like position in a A1 Hardware house, where he can make himself generally useful; is good penman and will go first as stock clerk, second as salesman. References from business houses abroad. Address GERMAN 350, care HARDWARE, No. 143 Chambers Street, New York.

WANTED a position in the Hardware Trade or factory, 20 years' experience as bookkeeper, bill and entry clerk, 12 years with one firm good reference from last employer. Address G. H. JACKSON, 76 Linden Avenue, Jersey City, N. J.

A GENTLEMAN, age 49, wishes a position as traveling salesman for some large Hardware house, with good salary or commission; of good address. Box 60, care HARDWARE, No. 143 Chambers Street, New York.

SITUATION by an experienced metal pattern maker, familiar with modern shop practice, and competent to take charge. Address "PATTERN MAKER," No. 447 Norman Street, Bridgeport, Conn.

WANTED by an experienced and capable retail Hardware and farm implement salesman a position by January 1, 1899. I am a good all around man and not afraid to work. West preferred. Address "A. D.," care HARDWARE, No. 143 Chambers Street, New York.

ELECTROPLATER, first-class, after September 18th wants position; do nickel, brass, bronze, gold, silver, in fact, all kinds of plating, and oxydized finishing in the market; was in charge of large concerns. Best recommendations. I set up plants. Am temperate and steady. Address Box No. 371, Garrettsville, Ohio.

Side Line Wanted.

TRAVELING salesman wants good selling line on commission for Hardware, cycle or allied trades. Address F. F., care HARDWARE, No. 143 Chambers Street, New York.

AN A1 salesman wants a few lines of commission goods. Must be A No. 1 goods. Field: Ohio, Michigan, Indiana, Illinois and Kentucky. State commission. Address BOX 323, Thorntown, Ind.

AN experienced commission traveling salesman now successfully handling several A1 lines, would like to add two or three others, providing terms, and goods are all right. Field: Michigan, Indiana and Ohio. Address "BEST TRADE," care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

SALESMEN wanted to sell our new patent Toler Liquid Door Check and Spring, on commission as a side line. See advertisement on page 3 of this number of HARDWARE. W. H. QUINN & CO., No. 103 Chambers Street, New York.

SALESMAN wanted, to carry two small staple articles as side line that sell to Hardware trade. Liberal commission. Address W. H. MASON & Co., Leesburg, Ohio.

WANTED—Salesmen, now on the road, to sell our line of specialties on commission. Sell to Hardware, harness, department and sporting goods trade. State territory, present line and references. IRA F. WHITE & SON, No. 76 Park Place, New York.

SALESMAN, Eastern States; to take staple line of Hardware as side line, on commission; state territory. Address Box 66, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. CO., Rock Falls, Ill.

Hardware Business For Sale.

HARDWARE, coal and lumber business in a town of 3000 population. No other Hardware store or lumber yard within ten miles. Inventory January 1, 1890, $10,000. A rare chance to right party. Address J. C. SENDEL, Weatherly, Pa.

A NICE, clean stock of Hardware, located in one of the largest and most thriving towns in New England, is offered for sale on account of the owner's poor health. The business has been established twenty years; is in the best location in the town, and in a thrifty condition. The stock will invoice at about $10,000. To a party with the cash it offers a splendid opportunity. Address A., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

A PARTY with many years' experience on the road, and who has a first-class agency for the United States, would like to add one or two more lines, or would join with another who has good agencies. Address B., care HARDWARE, No. 143 Chambers Street, New York.

EXPERIENCED Hardwareman desires to represent manufacturers or jobbing houses of Hardware and house-furnishing, or anything in the building line. Have a very good standing among contractors and building fraternity of Cleveland, Ohio, and vicinity. Address CHAS. L. HEISER, care the Builders' Exchange, Cleveland, Ohio.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York.

COMPETENT cutlery man, residence, Colorado; twenty years in business, four years road work, wants agency for first-class cutlery firm or manufacturer in territory west of the Mississippi. Address G. A G., care HARDWARE, No. 143 Chambers Street, New York.

MANUFACTURERS of a good staple article or popular specialty whose prices can meet competition, and who will entertain the subject of representation in New York and vicinity, will find it advantageous to correspond with subscriber, whose firm may prove suitable in experience and repute, and would make arrangement mutually profitable. EDWARD CHARLES, care HARDWARE, No. 143 Chambers Street, New York City.

LIVE man (29) desires to represent manufacturers of small lines and specialties, suitable for the Hardware and house-furnishing trades. New York and vicinity. For particulars, address WM. SMITH, No. 718 Chauncey Street, Brooklyn, N. Y.

Agency Offered.

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO Cleveland, O., 823 Society for Savings.

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER CO., New York.

An Opportunity.

OWING to withdrawal of estate interest in a long-established wholesale and retail Hardware business in one of the best New England cities, a connection is desired with some man of capital capable of taking charge of the financial and bookkeeping department of the business. For particulars, address INTEGRITY, care HARDWARE, No. 143 Chambers Street, New York.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING BELLS.



CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.

ELECTRIC BELLS
—AND—
SUPPLIES FOR HARDWAREMEN.

For Catalogues address Dept. H.W.

PARTRICK, CARTER & WILKINS,
125 South Second St., - - PHILADELPHIA.

EGG BEATERS. We make the largest line in the world. Send for samples and prices.
STANDARD CO.,
33 Haverhill St.,
Boston, Mass., U. S. A.



The . . .
"ORIGINAL JENNINGS" AUGERS and AUGER BITS



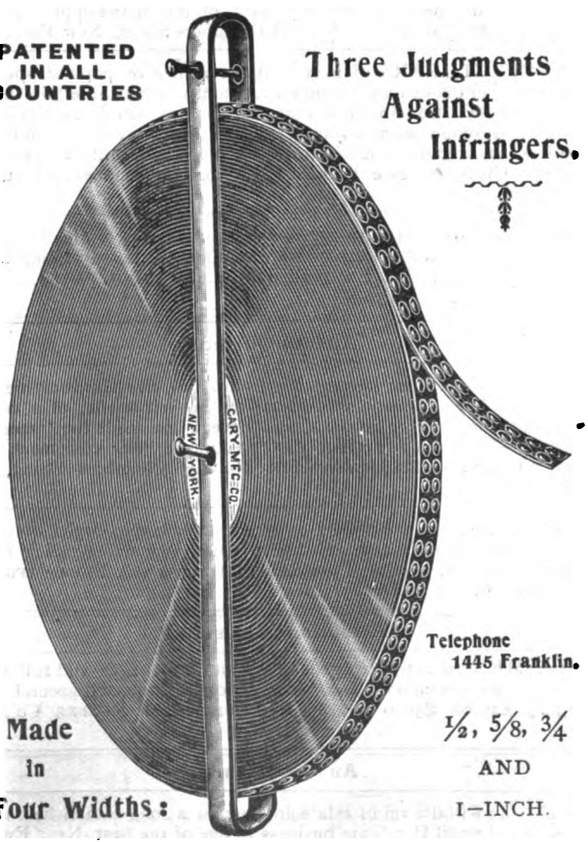
Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Three Judgments Against Infringers.



Telephone 1445 Franklin.

Made in Four Widths: ½, 5/8, ¾ AND 1-INCH.

CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.

Standard Sizes of Circular Saw Mandrels.

No.	Diameter of Pulley.	Face of Pulley.	Diameter of Flange.	Length of Shaft.	Diameter of Shaft.	Size of Hole in Saw.
1	2½ ins.	3½ ins.	2½ ins.	14 ins.	1 1-16 in	1 in.
2	3 "	4 "	3 "	16 "	1 3 16 "	1¼ "
3	3½ "	4½ "	3½ "	18 "	1 5-16 "	1¼ "
4	4 "	5 "	4 "	20 "	1 7-16 "	1 5-16 "
5	4½ "	5½ "	4½ "	22 "	1 7-16 "	1 5-16 "
6	5 "	6 "	5 "	24 "	1 7-16 "	1½ "
7	5½ "	6½ "	5½ "	26 "	1 7-16 "	1½ "
8	6 "	7 "	6 "	28 "	1 9-16 "	1½ "
9	7 "	8 "	6 "	32 "	1 11-16 "	1½ "
10	8 "	8 "	6 "	36 "	1 13-16 "	1½ "

When Ordering Circular Saws,

The following directions should be explicitly given:

Diameter of Saw in inches.
Thickness (or Gauge) of Saw at Rim.
Thickness (or Gauge) of Saw at Centre.
Log side, right or left hand, saw *cutting towards you.*
Number of Teeth in Saw.
Kind and number of Tooth.
Size of mandrel hole.
Size of pin hole.
Distance between pin holes from centre to centre.

Standard Gauges for Circular and Mill Saws.

Gauge.			Gauge.		
No. 4.....	¼ inch,	scant.	No. 11.....	⅛ inch,	scant.
" 5.....	7-32 "		" 12.....	3-32 "	full.
" 6.....	3-16 "	full.	" 13.....	3-32 "	scant.
" 7.....	3-16 "	scant.	" 14.....	5-64 "	full.
" 8.....	5-32 "		" 15.....	5-64 "	scant.
" 9.....	5-32 "	scant.	" 16.....	1-16 "	full.
" 10.....	⅛ "	full.			

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters..... 40&7½%
Railroad.....

Abattoir Cleavers—

Nichols Bros.:
Beef Splitting.....30%
Packing.....30%

Ammunition—

CAPS, PERCUSSION—₱ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....37 @ 40c
Musket, Waterproof, 1-10's..58 @ 60c
G. D.....33 @ 35c

CARTRIDGES—
Rim Fire Cartridges.....50%
Rim Fire Military.....15%
Cent. Fire, Pistol and Rifle.....25%
Cent. Fire, Military and Sporting 15%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....$1.75
Blank Cartridges, 32 cal.....$3.50
Primed Shells and Bullets.....15&5%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd.....$1.90

PRIMERS—
Berdan Primers.....$1.00
B. L. Caps (for Sturtevant Shells) $1.00
All other Primers.....$1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10%
First quality, 14, 16 and 20 gauge ₱7.50.....30&10%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10%
Brass Shot Shells, 1st quality.....60%
Brass Shot Shells, Club, Rival and Climax.....65%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 40&10&2½@40&10&10&5%
"Smokeless" Nitro Powder.... 40&10&10&10%
"Acme," Dense Nitro Powder.. 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₱ 1000—
B.E., 11 up..60c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up..1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50
} 20%

SHOT—
Drop Shot, sizes smaller than B, 25-₤ bags ₱ bag.....$1.45
Drop Shot, sizes smaller than B, 5-₤ bags, ₱ bag.....$ .35
Drop Shot, B and larger sizes, 25-₤ bags, ₱ bag.....$1.70
Drop Shot, B and larger sizes, 5-₤ bags, ₱ bag.....$ .40
Buck Shot, 25-₤ bags, ₱ bag....$1.70
Buck Shot, 5-₤ bags, ₱ bag....$ .40
Chilled Shot, 25-₤ bags, ₱ bag..$1.73
Chilled Shot, 5-₤ bags ₱ bag..$ .40
Dust Shot, 25-₤ bags, ₱ bag.....$2.10
Dust Shot, 5-₤ bags, ₱ bag.....$ .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1₤ each..... .75
Orange Ducking, Nos 1, 2, 3, 4, 5, in canisters of 1₤ each..... .45
Orange "Extra," F, FF, FFF, in canisters of 1₤ each..... .25
F, FF, FFF, in canisters of ½₤ each..... .15
F, FF, FFF, in canisters of ¼₤ each..... .12

KEG POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, in kegs of 25₤ each..... 8.00
No. 1, 2, 3, 4, 5, in ½ kegs of 12½₤ each..... 4.25
Nos. 1 2, 3, 4, 5, in ¼ kegs of 6¼₤ each..... 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25₤ each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½₤ each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼₤ each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25₤ each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼₤ each..... 1.25
Meal Powder, In kegs of 25₤ each..... 4 00 [For 1000 ₤ lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25₤ each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25₤ each..... 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25₤ each..... 1.50
Fourth of July Powder, In kegs of 25₤ each..... 2.25
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Sing e Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 ₤ each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 ₤ each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ ₤ each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 ₤ each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 ₤ each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ ₤ each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ ₤ each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 ₤.....$3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ ₤..... 4.35
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ ₤..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 ₤..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ ₤..... 2.35
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ ₤..... 1.35
"V. G. P." for Trap Shooting, in Kegs 25 ₤..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ ₤..... 2.35
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.35
Choke Bore, Nos. 5 and 7, in Kegs, 25 ₤..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ ₤..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ ₤..... 1.50
Mealed Powder, in Kegs, 25 ₤. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 ₤..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 ₤..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 ₤..... 1.50
Du Pont Sporting Powder, for lots 1000 ₤ 10% discount:
Du Pont Smokeless Powder: Kegs, equal in bulk, to 25 ₤ Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ ₤ Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ ₤ Black Powder..... 5.75
Canisters, equal in bulk to 1 ₤ Black Powder..... 1.00
Discounts on application.

Animal Pokes—

R. W. Montross,
Camp's Success.....₱ doz. $3.80
Gallen Safety.....₱ doz. $3.75
Hartman's Pivot.....₱ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....₱ doz. $3.25
Western.....₱ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₱ doz. pairs. .75
Burton's, No. 2....₱ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₱ doz. pairs. $1.00
Kohler's:
Invisible, No. 3.....₱ gro. $5.60
Perfect, No. 2.....₱ gro. $7.00
Bolt Holder, No. 1.....₱ gro. $9.00

Anvils—

American "Horse-Shoe"...9½@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, ₱ ₤ 9c.....15@15&5%
Hay-Budden, Wrought.....8½@8¾c
Peter Wright's.....9¾@10¼c
Samson.....4 @10½
Trenton.....8½@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..30%

Augers and Bits—

Boring Machine.....75&10@30%
Common Auger Bits.....75&10@30%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....35%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 33.70&10%
No. 10 Extension Lip....40@40&10%
No. 10 Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@30%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Jennings' Pattern.....70%
Snell's Car Bits.....60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3. ...25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $26.00, ...50&10@60%
Ives' Model, ₱ doz. $60....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—
Common.....₱ gro. $2.75@$3.25
Diamond ₱ doz. $1.25.....40&10%
Douglass'.....40&10@50%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood....40% for metal. 60%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse .....60&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—
Cleveland.....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank.....60%
New Process.....60&10%
Standard .....60&10%
Syracuse.....60&10%
W. & B Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's .....30&10@40%
Watrous'.....40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad, ₱ gr.....$3 00@$3.25
H'ld Scratch ₱ gr.....$3.50@$4.00
Pat. Peg ₱ gr..... 30@35c
Sewing, Com.....₱ gro., 85c@$1.00
Should. Peg ₱ gr.....$1.35@$1.45
Shouldered Brad. ₱ gr...$1.50@$1.65
Socket Scratch ₱ doz....$1.00@$1.10
Stanley Rule & Level's Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Seats—

Aiken's Awls and Tools:
No. 10 ₱ doz. $7.50; No. 20, ₱ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.00; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₱ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50.....40&10%

Axes—

First quality, best brands. $5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₱ doz.

HATCHETS—
Collins.....10%
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 40&12½@50%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....50%
D. Simmons & Co..
Broad.....50&5%
Shingling and Claw.....50&5%
Lath, Hunters' etc.....50&5%

Axle Grease—

Dixons' "Everlasting."
1-₤ box..... .15
2-₤ box..... .25
10 ₤ pail.....$1.20
25-₤ keg.....$2.75
50-₤ keg.....$5.00

Balances—

Chatillon's:
No. 2000 20 80
₱ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24₤. .....₱ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....25@30%
Tinned, each, $7.50.....25@30%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....50&10%
Western, Sargent's list.....75%

Bellows—

Blacksmith's.....70@70&10%
Hand.....50&5@50&10%
Moulders.....50&5@50&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

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Common Standard.75&10@75&10&5%
Extra..... 60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable .....50&10%
Staple.....60&10%
Standard..... .....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $5. 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Bit Holders—

Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives'₩ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₩ doz. $3.....33⅓%
Excelsior..₩ doz. $10.00....50&10&5%
North's.....10%
Unique..... .....33⅓%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₩ gro. sets.....$5.50
Gorhams Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9 00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....80%
Pat. Automatic.....80%
Perfect Safety.....80%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list.50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%

CARRIAGE, MACHINE, &c.—

Bolt Ends.....80@80&5%
Machine.....80@80&5%
Carriage, Common .....75&10@80%
Norway Iron, list Oct. '84..75&10@75&10&5%
Phila., Eagle, list $3.00.85&10@85&10%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96.80%
Bay State, Fluted.....80%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '88..75@75&10%
R. B. & W., list Oct. 16, '84.....80%

STOVE AND PLOW—

Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....80%

MISCELLANEOUS—

Sink.....80%
Sleigh Shoe.....85%

Bone Mills—

Enterprise.....25@30%

Borers, Bung—

Enterprise.....25@30%
Each.....$1.25, $1 65, $2.50
Nos..... 1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring..... ..20&10@35%
Enterprise..... .25@ 0%
Ives'..... .....33⅓&5%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'.....	$3.50	$3.00
Jennings'.....	2.50	3.00
Millers Falls.....	7.50	15&10%
Snell's. Rice's Pat.	2.50	$2.75

Bow Pins—

1¼ inch, ₩ gro.....$4.50@$5.00
Inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—

Heller's..... .....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.30
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford..... .....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114⅓ .....60&10%
No. 208⅓@214⅓ 60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Brazers—

National Cement & Rubber Mfg. Co:
No. ½ High Pressure Brazers $34.60
No. 1 High Pressure Brazers $42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—

Standard list.....90&20@90&25%

Bull Rings—

Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25@30%
Foster Bros. Flat Hds.....80%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%
Nicholls Bros.
Market round handle.....40%
Market flat handle.....30%
Mutton Choppers..... 35%
Pork Choppers..... .....30%
Lamb 30
Family 30%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star..... .....25%
C. E. Jennings & Co.. ..... 30%
Nicholls Bros.....50%

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's..... .....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@40&10%

CAST IRON—

Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges .....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Narrow.60&10@60&10&5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 75@75&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle.₩ gr.... $2.00@2.25
Sardine Scissors...₩ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—

Cotton .....20@25%
Horse and Curry.....20@25%
Wool..... .....20@25%

Carpet Stretchers—

Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@80c
Cast Steel, Polished.....₩ doz. $2.25
Socket.....₩ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen.	Cyclo Bearing	₩ doz. $27.00
Crystal.....		₩ doz. $36.00
Gold Medal....		₩ doz. $24.00
Grand.....		₩ doz. $36.00
Grand Rapids.		₩ doz. $22.00
Hall.....		₩ doz. $60.00
Prize.....		₩ doz. $24.00
Premier.....		₩ doz. $24.00
Superior.....		₩ doz. $24.00
Welcome.....		₩ doz $24.00

Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $21.00
Furniture Protector, Japan.....₩ doz. $22.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap...₩ doz. $20.00
"Standard A," Nick..₩ doz. $23.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₩ doz. $2.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $6.00
Little Queen.....₩ doz. $3.50
Misses.....₩ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₩ doz. net $18.00
"Criterion," ₩ dos. net.....$16.00
"Popular," ₩ doz net.....$12.00
"Sovereign," Jap. ₩ doz. net. $17.00
"Sovereign," Nic. ₩ doz. net $19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior.....	$ 9 00
Eureka.....	$12.00
Ladies' Friend No. 1.....	$15.00
Ladies' Friend No. 2.....	$16 00
Champion.....	$17.00
Our Leader.....	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic.....	$20.00
Star, Broom-Action, Jap....	$19.00
Banner, Broom Action, Jap.	$20 00
Banner, Broom-Action, Nic.	$22.00
Reliable, Broom-Action, Jap.	$ 0.00
Reliable, Broom-Action, Nic.	$ 0.00
Rapid Broom Action, Jap..	$ 0.00
Rapid Broom-Action, Nic..	$22.00
Select, Broom-Action, Jap..	$20.00
Select, Broom-Action, Nic...	$22.00
Easy, Cam-Action, Jap.....	$20.00
Easy, Cam Action, Nic.....	$22 00
Gilt Edge, Cam-Action, Nic.	$24.00
Acme, Cam-Action, Nic.....	$24.00
Common Sense, Cam-Action, Nic	$24 00
Our Best, Cam-Action, Nic..	$24.00
Majestic, Cam-Action, Nic..	$21.00
Our Own, Cam-Action, Nic..	$24.00
Imperial, Cam-Action, Nic..	$25.00
Model, Cam-Action, Nic.....	$24.00
Grand Republic, Broom-Action, Nic.....	$33.00
Mammoth, Broom-Action, Nic.....	$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60& 0%
French or Phila.....6 @66⅔%
Globe Wheel.....65@6 &10%
Martin's Patent (Phœnix). 60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co..... 66⅔%
Sargent's..... .....70&10@70&10&10%

COW TIES—

American.....50&10%
Covert Mfg. Co.:
Jute .....45&2½%
Manilla.....45&2½%
Sisal..... .....45&2½%
Triumph .....45&2½%

Cements—

National Cement & Rubber Mfg. Co:
¾x4 Tubes High Pressure Rubber Cement..... ₩ gro. $9.88
¾x4 Tubes High Pressure Liquid Tire Cement.....₩ gro $9.88
¾x4 Tubes Pioneer Brand Rubber Cement.....₩ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....₩ gro. $6.60

Chain—

American Proof Coil, in 1000-℔ lots,

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$6.75	4.35	3.35	3.10	2.95	2.85	2.85	2.80

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Monarch, Coil.....60&5%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Mfg. Co. Chains.....45%
Covert Mfg Co. Halter Chain..45&2½
Covert Mfg. Co. Heel Chain..45&2½
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70%
Jack Chain, Brass.....60@60&10%
Oneida Halter Chain.....60@60&10%
Plumbers..... 50&10%
Trace, Wagon and Fancy Chains, New List.....70&5%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25@30%
Family.....net ₩ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck..... .....30%
Douglass.....75@75&10%
Mix..... ..
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 75&10&5% 75&15&5% 75&10&5%
C. E. Jennings & Co. No 70....25&10%
Jennings & Griffin Mfg. Co....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

COLD CHISELS—

Good quality, ₩ ℔.....14c@16c
Snell's Best C. S.....50&10%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination..... .....40%
Independent.....30%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination..... .....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati.....35&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati.....35&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co..40&10%
Smith's:
Eccentric.....25%
Splicing..... ....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—

Challenge Shank.....₩ doz. $3.00
Star Shank.....₩ doz. $3.75
Star Socket.....₩ doz. $4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s: Chicago Belt Clipping Machine, Each $15 00...15%
New '98, Chicago..Each $3.75...15%

TOILET

Chicago Flexible Shaft Co.'s:
Mascot.. .....₩ doz $7.50 net
Monitor.....₩ doz. $9.00 net
Stewart Pat.....₩ doz $9.00 net

Clips—

Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—

Box and Side.....60&10@60&10&5%

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Enterprise Mfg. Co.....35@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....35&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...35&10%
Wright's Graduating.....15%

Coopers' Tools—
Bradley's.....30%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & I. J. White.....30@30&5%
Sandusky Tool Co.....35&10@30&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretsinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....35@35&10%

Counter Sinks—
Adjustable.....30%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....30%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—
Fitch's, List Nov. 20, '96.....25&10%
Kohler's.....8⅓@40%
New York Stamping Co. List, Sep. 17, '97.....25@2 &10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete, $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@ 0%
Rubber, complete, ₩ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....35%
Torrey's Rod, 39 in, ₩ doz.....$1.35
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....35@35&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@75&15&2½%
Ohio Tool Co..75&10&5@75&15&2½%
P. S. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Watrous.....30&10@40%
L. & I. White.....30&5@35%

Drills and Drill Stocks—
Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....35%
Ratchet, Merrill's.....30@30&5%
Ratchet, Moore's Triple Act.35@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....30&10%
Ratchet, Weston's.....30@35%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00: Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

BLACKSMITHS'—
Common, each.....$1.75
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $2.75
Planet Mfg. Co., No. 2, per doz., $3.50
Planet Mfg. Co., No. 3, per doz., $4.50

Easy Lawn Swings—
Ulrich Mfg Co.....per doz., $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Keystone.....33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.25
Dover, No. 10.....₩ gro. $5.50
Dover, Steel Handle No. 10, ₩ gro.....$7.50
Dover, Extra Heavy, No. 15, ₩ gro.....$14.00

Electrical Supplies—
Alarm Clocks, Electric.$3.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 3¼.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.6 c. ea.
Lead Covered Wire No. 18, No. 16. No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 3 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....8c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c ea.
Yale Lock Switch, Electric, $2.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to No. 54 in 46 gr.	180 gr.	Flour, OF FF.
Kegs, ₩ lb.	4½c	5c	3c
½ kegs, ₩ lb.	4½c	5½c	3½c
¼ kegs, ₩ lb.	5c	5½c	3½c
10 lb cans, 10 in case....	6c	6½c	5½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—
No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co: No. 2-A High Pressure Double Walled.....$44.33
No. 4-A High Pressure Double Walled.....$19.33
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—
Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—
Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Rose," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand" Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz., $7.50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B.....per doz., $6.00

Files—
DOMESTIC—
American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Disston's superfine.....80%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@30&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:
A 1, $4.00 No. 2, $3.50 No. 3, $1.50 No. 4, $1.00 ₩ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....75&2½%
Champion, Manure.....66⅔&33⅓%
Columbia, Hay.....70&15%
Columbia, Manure.....7 &2½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....75&5%
Victor, Manure.....75&15%
Victor Header.....75&5%

Freezers, Ice Cream—
Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.
Enterprise.....35@30%

Fry Pans—
Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse....₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse, ₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—
Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....35&10%
Marking, Mortise, &c.....60&10@70%
Stanley's.....60&10%
Stanley's Chisel.....35&10%
Starrett's Surface, Center and Scratch.....35&10%
Copeland Champion Bit ₩ doz $2.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets.
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—
Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—
Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....35@30%
Rotary Nutmeg.....₩ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P. S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....₩ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Coxere Mfg Co. Rope Halters,45&2%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand...50&15%
Y. & P., A. E. Nail.....40&12½%
Other Brands.....50%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz. $3.00
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 36c } 80@80&10%
Over 5 lb.....₩ lb 30c
Wilkinson's Smiths....9½c@10c ₩ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..50&10@ 50&10&10%

Door or Thumb Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.08	1.35	1.50

60&10@70%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES—
Bronzed, with Cylinder Lock....50%
Bronzed....60&10@65%
Japanned, with Nuts....$1.65
Japanned, with Plate....$1.10
Japanned, without Plate....88c

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....50&10&10%
Window Pulls....66⅔%

WOOD—
Auger, assorted....₩ gr. $2.25@2.50
Auger, large....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 33⅓....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25....35&10%
Brad Awl....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—

American Trackless....33⅓&2 ½%
Barn Door, old pattern....60&10@ 60&10&10%
Barn Door, New England. 70@70&10%
Barry, $6.00....50&10%
Best Anti-Friction. 60&10@60&10&5%
Challenge, Barn Door....50%
Chisholm & Moore Mfg. Co.:
Advance....60&10%
Cleveland....70%
Moore's Elevator....40%
Cronk's Roller Bearing, No. 0, $15.00; No 4, $18.00; No. 5, $26.00 75%
Cronk's Steel cov'd Loose Axle, 70%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60&10%
Covered....60&10%
No. 50....6[illegible]&5%
New Model....4[illegible]&5%
Parlor, Standard....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $13.00, ₩ dozen pairs....60&10%
Richards' Single Track, Steel. 50&10%
Stearns' Challenge....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....50&10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....50&10%
Wild West....50&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....33⅓&5
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00. 60&10&2½%
Warner's Pat....20&10&10%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.1 ₩ doz....40&10%
Wrought....85&10&5@90%
Wrought, Stanley....85&85@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....$6.00
Walsworth's....40&5@40&5&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 22 and 24 50&10@50&10&5%
Rolled Plate, Rolled Raised.... 70&10@70&10&5%
Plate Hinges "Providence" 6 to 12 in. ₩ lb, 5c. 14 to 36 in. ₩ lb, 4c.
Screw Hook and Strap. 6 to 12 in., ₩ lb..2½c; 14 to 20 in., ₩ lb..2¼c; 22 to 36 in., ₩ lb..2 c

STRAP AND T HINGES—
Light Strap Hinges. 70&10&5@75& 10&5&10%
Heavy Strap Hinges. 80&10@80&10 &10%
Light T Hinges....70@70&10%
Heavy T Hinges ...75&5@75&10&5%
Extra Heavy T Hinges..80@80&10%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps....60&10@60&10&10%
Crate Hasps....60&10@60&10&10%
Crate Hinges....75&10&5%

SPRING HINGES—
Bommer's....40%
Bardsley's Patent Checking....15%
Chicago....80%
Champion....60%
Keil's American....80%
Matchless, Double Acting Pivot. 25%
New Idea, No. 1, ₩ gro....$7.50
New Idea, No. 2, ₩ gro....$18.00
Rex....₩ gr. $13.00
Royal Japanned....66⅔%
Rubber....66⅔%
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double. 60&10% Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....20%
Union Mfg. Co....25%
Van Wagoner & Williams Hdw. Co.:
Acme....80&5%
American....80%
Columbia, No. 14....₩ gro. $8.00
Columbia, No. 18....₩ gro. $24.00
Crown....80%
Gem....33⅓%
Knoxall....₩ gro. $9.00
Oxford....80%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3....70@70&10&5%
N. E...₩ doz $7.80....60@60&10%
N. E. Reversible....₩ doz $5.60 60@60&10%
N. Y. State..₩ doz $4.90..60@60&10%
Shepard's Nos. 1, 2, 3. 60&10@60&10 &5%
Western, ₩ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....80&10%
Mortise Gravity....50%
Nos. 1, 3, 5....80&10%
Nos. 40 and 50....80%
Huffer....60&10@60&10&10%
Parker....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 12, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....80&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5....80&10%
Champion Gravity Locking, No. 75....80&10&10%
1888, Old Pat'n, Nos. 1, 3 and 5, 60&5%
Tip Pattern, Nos. 1, 3 and 5, 80&5%
Double Locking, Nos. 20 and 25. 75%
Empire, Nos. 101 and 103....80%
Niagara Gravity Locking, Nos 1, 3 and 5....80&10%
Noiseless, Nos 50, 60, 65 and 55. 80%
O. S. Lull & Porter....80&10%
Pioneer, Nos. 060, 45 and 5½..75&5%
Steamboat Gravity Locking, No. 10....80&10&5%
Stenger's Positive Locking....75%
W. H. Co.'s No. 3 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30....40&10%

Hitching Cords—

Covert Mfg. Co....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3 75 net
Crescent Double-Bit ₩ doz. $3.75 net
Crucible Cut-Easy..₩ doz. $4 50 net
Cotton....80&7½%
Dunlap's Boys', Ladies', Toy....3%
Garden....80%
Ladies' and Boys'....80&5%
Mortar....75&25%
Iowa Crucible Socket....75&20%
Magic....₩ doz $4.00
Mattock Hoe....₩ doz. $3.75 net
Planter's....80&15%
Texas Cut-Easy....₩ doz. $4.25 net
Warren Hoe....60&10%
Weeding....75&5%

EYE—
American Axe & Tool Co....70%
Grub....75@75&10%
Lane's:
Crescent Planters Pat....45&5%
Razor Blade, Scovil Pat....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil....30@30%

Hog Rings and Ringers—

Hill's:
Rings....₩ gr. boxes..$3.00@$3.25
Ringers....₩ doz. 50@55c
Kohlers, Horse Nail, Ringers. ₩ gro. $9.00
Perfect Rings....₩ gro. $7.00@$7.50
Perfect Ringers....₩ doz. 80c

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Pearl, Agate....4[illegible] &1 %
Peerless Enameled-Ware....70%
Crystal Steel-Ware....50&10%
Blue and White-Ware....40&10%
White-Ware....33⅓&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10@70%
Unground....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....62½@65%
Maslin Kettles....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&1[illegible]&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds....75&15%
Macurs....50&50&1 %
Iowa F. T. Co.'s Clam....70&10%

BUSH—
Jennings & Griffin's....40&10%
Light ₩ doz. $5.00; Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....₩ doz $1.35
Cotton Pat. (N. Y. Mallet & Handle Works....80%
Hammock Hooks, E. C. Stearns, ₩ doz....60c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....40%

WIRE—
Atlas Coat and Hat....50@50&10%
Belt....80&10%
Handy Coat and Hat....70%
Steady Ceiling....70%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat....6[illegible]&5%
Wire Ceiling, Gem....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....70&10%
Hooks and Eyes—Mal. Iron....75%
Cotton, Box and Hay....60%

Horse Clippers—

See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10
A. C.		25c	23c	22c	21c	21c.

40&10%
American, all sizes, 9½@10c....net
Ausable....23c 23c 25c 24c 23c. 40&10&10&5%
Anchor....23c 21c 20c 19c 18c....40%
C. H. K....25c 23c 22c 21c. 21c 40%
Capewell....19c 18c 17c 15c 18c..10&5%
Champlain..23c 23c 25c 24c 23c 40&5&2%
Clinton Fin. 19c 17c 18c 15c 14c. 20&10&5%
Essex....23c 23c 25c 24c 23c. 40&10@50%
Lyra, all sizes....9½c., net
Maud S....25c 23c 22c 21c. 21c 50&10&5%
Neponset....40%
Northw't'n. 23c 23c 22c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c..33⅓%
Snowden, 9½c 9½c 9½c 9½c 9½c., net
Vulcan....23c 21c 20c 19c 18c....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobb'rs. $3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75 @$5.25
Gibbs' Rubber Cush'd, ₩ set, $1.50
Hartford Side-Weight, Extra Light....$7.00@$7.50
Hartford Side-Weight, Light and Medium....$6.50@$7.00
Perkins Improved Snow....₩ lb 4c
W. & B. Rubber Pad....₩ set, $2.50

MULE—
Add 50c ₩ keg to above prices.

Horse Ties—

Covert Mfg. Co....45%

Hose, Rubber—

Boston Belting Co.:
"Boston"....50&10&5%
"Imperial"....30&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....₩ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....₩ doz. $12 00
Ice Crusher, No 3, ₩ doz. $3.00
Ice Crusher, No. 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $9.00
Ice Tools....₩ doz. $4.00
Sargent's Ice Awls....5%
Snell's....50%
Star....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, ₩ doz. $6.00....30@30%
No. 34....₩ doz. $15.00..30@30%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—

Ames':
Bread Knives. ₩ doz. $1.50...20@25%
Butcher Knives....25@25&10%
Shoe Knives....25@30%
Cronk's Chopping....33⅓%
Dunlap Kitchen and Br'd Knives as
Foster Bros.' Butcher, &c....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr....$1.35@$1.50
Carriage, Jap....₩ gro. 80c, 60&10%
Door Knobs, Hemacite....50&10%
Door Mineral....₩ doz. 65@65c
Door Por. Jap'd....₩ doz. 65@70c
Door Por. Nickel..₩ doz..$1.70@1.80
Drawer, Porcelain. 60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '98. 40%

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Latches—

Cronk's Sliding Door.....60%
Lane's Barn Door.....40%

Lawn Mowers—

Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:

12 in.	14 in.	16 in.
$8 00	$8.25	$8.50 each net

Pennsylvania.....60&10%
Racine:

14 in.	16 in.	18 in.	20 in.
$15.0	$17.00	$19.00	$21.00 each.60%

Rapid Transit.....70&10&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—

Enterprise.....35&30%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:

No. 1,	No. 2,	No. 3,
₩ doz. $12.00	$15.00	$24.00..35%

Leaders—

Covert Mfg. Co. Cattle.....45&2%

Lead Pipe, &c.—

Lead Pipe, full lengths....₩ lb 6¾c
Lead Pipe, Tin Lined.....₩ lb 12½c
Block Tin Pipe.....₩ lb 22c
Sheet Lead, full rolls.....₩ lb 7¾c
Quantity discount 20%

Lemon Squeezers—

Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....30%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 30&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design....35&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50.....10%
Silver Lake, Braided, No. 0, $5.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.—

Branford Lock Co.....net prices
Champion Night Latches.....40%
Norwalk Lock Co.....60%
Plate.....33⅓%
R. & E. Mfg. Co.....60&10%
Reading Hdw. Co.....60%
Sargent & Co.....60&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch.....35&5%
All other Night Latches.....40%
Yale.....net prices

CABINET—

Eagle Lock Co.....45%
Yale.....45&2%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Champion.....40%
Eagle.....40%
Scandinavian.....90&40%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25%
Eagle.....25%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—

Cronk's Garden.....33⅓%
Regular list.....70&10@75%

Meat Cutters—

American.....30%

Nos.	1	2	3	4	5
Each.	$5	$7	$10	$25	$50	$60

Dixon's.....₩ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$20

Enterprise.....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$3.50	$5	$4	$6

Hales Pattern ₩ doz.....70@70&5%

Nos.	11	12	13
	$27	$33	$45

Home No. 1..₩ doz $36.....60%
Little Giant.....50&10%

Nos.	305	310	312	320	333
	$35	$43	$44	$73	$68

Miles' Challenge ₩ doz...45@45&10%

Nos.	1	2	3
	$33	$30	$40

Woodruff's ₩ doz.....33⅓%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise).....35@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—

Enterprise.....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..25c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—

Matchless (Canton, O.), ₩ doz.$12.00

Motors—

COFFEE MILL—

Specialty Novelty Co.....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896.....87½&10%

PICTURE—

Brass Head. Combination list, 50&10%
Brass Head. Sargent's list, 70&10@70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list..40&10%
Porcelain Head, Sargent's list, 50&10%

FURNITURE—

Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—

Black Hawk, per doz.....$9.00
Eclipse.....₩ doz. $18.00, .25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24 00, 40%
Pelican.....₩ doz $9.00, 40@40&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—

Buck Bros.....27½%
Cannon's Diam'd Point₩ gr.$12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.....₩ gro. $10.00
Hunters' Cup Point, Plain.....₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4.75
Round, assorted.....₩ gr. $8.00@8.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....50&10%

Nippers—

Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—

Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 20%
Turner & Seymour Mfg. Co.....50%

Nuts—

Cold Punched, Square, off list. $5 90
Hex, off list.....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list.....$7.20

Oilers—

Brass and Copper..50&10@50&10&5%
Cushman & Denison's:
Gem.....₩ doz. .50
Leader.....₩ doz. .60
Perfect Oilers.....₩ doz. $1.40
Star Pocket Oilers.....₩ doz. .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable. Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, ₩ lb.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₩ lb:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb.....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$13.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ₩ lb..... .34
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston".....60&5%
"Excelsior" Self-Vulcanizing, Pure per lb 70c.....3/4&5%
Extra.....60&5@60&10&5%
Standard, Fair Quality.. 70&10@75%

MISCELLANEOUS—

American Packing.....9c@10c ₩ lb
Cotton Packing.....13c@14c ₩ lb
Italian Packing.....11c@12c ₩ lb
Jute.....5½c@11½c ₩ lb
Russian Packing...13½c@13½c ₩ lb

Padlocks—

See Locks.

Parers—

APPLE—

Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1893.....each 16.00
Family Bay State.....₩ doz 12.00
Improved Bay State.₩ ds..$27@30.00
Little Star.....₩ doz 4.00
New Lightning.....₩ doz 5.50
Penn.....₩ doz 3.75
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable, Old Style.....₩ doz 4.50
Turntable, 1898.....₩ doz 5.00
White Mountain.....₩ doz 4.00

POTATO—

Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—

Dixon's:
Carpenters'.....₩ gr. $3.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00@7.50
Lead.....₩ gro. 2 18@4.38
Lumber.....₩ gro. 6.87
Mascot, Hexagon.....₩ gro. 4.75
Mascot, Round.....₩ gro. 3.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....70&10@75%

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....50@50&10%
Bench, Second Quality.....60%
C. E. Jennings & Co.....50&10%
Molding.....40&10%

IRON PLANES—

Chaplin's Iron Planes.....50&10%
C. E. Jennings & Co., Iron...5 &10%
Sargent's.....60@60&10%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10@50&10&10%
Miscellaneous...35&10@ 5&10&10%
Steer's Iron Planes..50&10@50&10&5

PLANE IRONS—

Auburn "Thistle"..... Ohio..... Sandusky..... 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to $
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....30&5@35%

Pliers and Nippers—

Button's.....70%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70@70&10%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $12.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's.....40&10&10%
Davis':
Inclinometers.....30%
Iron Levels.....25&10%
Disston's.....70%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70 a 10&10%
Stanley's Duplex.....25&10&10%
Wood's Extension Sight.....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's.....25%

Polish, Metal—

Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—

Dixon's Plumbago.....₩ lb 6c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—

Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50 } 10@
1½ qt.₩ doz. $ .85; ₩ gr. $8.00 } 15@
2 qt., ₩ doz. $1.15; ₩ gr. $12.00
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—

Disston's.....25%
Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No 25.....₩ doz. $10.00
Invincible, No. 6.....₩ doz. $ 9.00
Pioneer, No. 714.....₩ doz. $ 7.50
Lock Lever, No 20...₩ doz. $12.00
Universal, No 49.....₩ doz. $12.00
New Champion, No.37 ₩ doz. $ 6.50
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's.....₩ doz., $20.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓&5%
Cronk's Heavy Pattern, ₩ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₩ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₩ doz $12.00, 25@25&10%
Henry's Pruning Shears ₩ doz $3.50@$3.75
Kohler's Pruning Shears.
German, No. 46.....₩ doz $3 50
American No. 33.....₩ doz. $4.50
E. S. Lee & Co.'s Pruning Tools.....40%
P. S. & W. Co.'s Shears 60%
Pruning Shears, Henry's Pat. ₩ doz.....$2.50@2.75
Waters Tree Pruners.....75&10@30%
Wheeler, M. & C. Co.'s Combination.....₩ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@10%
Ceiling.....50@60&10%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₩ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....60&10@60&10&10%

Pumps—

Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....70&10%
Pitcher Spout, Cheaper Goods, 80%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 103, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$13.50
No. 230, Fig. 402, Windmill Pump.....$18.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320 Fig. 492, Bucket Spray Pump.....$5.50
No. 33-, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₩ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₩ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

Barn Door, Light, In. ½ ⅝ ¾
Per 100 feet.....$1.40 1.95 2.60
Barn Door, "None Better" No. 1, ₩ foot.....2¼c
Barn Door, "None Better" No. 2, ₩ foot.....3¼c
B. D. for N. E. Hangers: Small. Med. Large
Per 100 feet..$1.60 2.00 2.50
Carrier Steel Rail, ₩ foot.....4½c
Cronk's:
O. N. T. Style.....₩ foot, 2 c
Competition.....₩ foot, 2½c
Double Braced.....₩ foot, 2¾c
Lanes' O. N. T.....₩ 100 ft. $2.40
Stowell's Wrought Steel..... 35%
Sliding Door, Bronzed Wr't Iron.. ₩ ft. 6½c
Sliding Door, Iron, Painted...₩ ft 5c
Sliding Door, Wr't Brass, 1½ in. ₩ ft, 36c.....80&10@40&5%
Terry's Steel Rail, ₩ foot.....3½c
Victor Track Rail, 7c ₩ foot, 60&10&2½%

Rakes—

Cronk's:
Wrought Steel Garden.....70%
Wrought Steel Lawn.....70%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₩ doz. $4.00
Boss, Garden, 14 teeth, net ₩ doz. $2.60
Boss, Garden, 18 teeth, net ₩ doz. $2.75
Canton Lawn Rake...₩ doz. $3.50
Crown Lawn, No. 1.....₩ doz. $3.50
Hustler, No. 0.....₩ doz. $3.80
Lawn Rake.....₩ doz. $4.75
Kohler's:
Lawn Queen, net ₩ doz. $3 2 @$3 15
Lawn Queen, Impr'd, net ₩ doz. $3.0 @$3.50
Jumbo.....net ₩ doz. $7.0 @$9.00
Paragon.....net ₩ doz. $2.85@$3 00
Malleable..... 75%
Oneida Lawn.....doz. $6.00
Peerless Socket and Shank 70&16⅔&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓&5%

Rasps, Horse—

New Nicholson Horse Rasp..70&10%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....30%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—

New list, 1897:
Black Japanned.....40&10%
White Japanned.....30&10%
Bronze-plated.....40%
Nickel plated.....40&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—

Belt with Burrs.....50%
Hose with Burrs.....50%

IRON—

American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....80%
Thousand, in bulk.....80&5%
Thousand, in papers.....80&5%
Coopers, in bulk.....80%
Block, and Carriage in papers.80%
Hame.....80%
Belt with burrs, tinned or copper-ed.....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay.....70%
Screw Stay.....50%

Rope—

Cotton Rope, Best, ¼ in. and larger.....₩ ₺ 13 @14c
Medium, ¼ in. and larger.....₩ ₺ 10 @12c
Common, ¼ in. and larger.....₩ ₺ 8½@10c
Jute Rope.....₩ ₺ 5½@ 6c
Manila:
7-16 in. and larger..₩ ₺ .....8 c
⅜ in.....₩ ₺ 8½c
⅜ and 5-16 in.....₩ ₺ .....9 c
Hay Rope, Med.....₩ ₺ .....8 c
Sisal, ⅜ in.....₩ ₺ 7¼c
¼ and 5-16 in.....₩ ₺ 8½c
7-16 in. & larger.....₩ ₺ 7¾c
Med. L'th Y'rn.....₩ ₺ 6¾c
Hay Rope.....₩ ₺ 7¼c

Rules—

Athol, Steel.....33⅓&5
Boxwood.....30&10&10&10%
Ivory.....40&10@40&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....5&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—

Chinese Laundry.....₩ ₺ 4@4½c
Chinese Sad.....3¼@3½c
Crown, Polished.....₩ doz $6.50
Crown, Nickel.....₩ doz. $7.00
Common 4 to 10.....₩ ₺ 2¾@2¼c

COLD HANDLED—

Enterprise Mfg. Co. of Pa.....30&5%
Self-heating.....₩ doz $10.00, 30%
Self-heating, Tailors' ₩ doz $23.50, 25%
Sensible Nickel.....₩ doz. $7.00
Sensible Polished.....₩ doz $6.50
Sensible, Tailors'.....₩ ₺ 3@3¼c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&30%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@30%
Garnet Paper.....30@30&5%
Sand and Emery Paper.30&10@30%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash...₩ ₺ 17@18c
Cable Laid Russia....₩ ₺ 13½c@14c
Common India.....₩ ₺ 8½c@ 9c
Common Russia Sash.₩ ₺ 12½c@13c
Patent India.....₩ ₺ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₩ ₺ 30c
"Samson" Braided Drab, Cotton.....₩ ₺ 35c
"Samson" Braided Italian Hemp.....₩ ₺ 33c
"Samson" Braided Linen, ₩ ₺ 56c
Silver Lake:
A Quality, Drab.....₩ ₺ 40c, 15@15&7½%
A Quality, White.....₩ ₺ 3.c, 15@15&7½%
B Quality, Drab, ₩ ₺ 35c, 15@15&7½%
B Quality, White ₩ ₺ 30c, 15@15&7½%
White Cotton Braided, ₩ ₺ 21c@23c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔&5

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent.....66⅔&5
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₩ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 35%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....35&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....35%
Woodrough & McFarlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—

Chatillon.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....35%

Saw Frames—

C. E. Jennings & Co.....35%
Red, Polished and Varnished...₩ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont...₩ gro. .$8.50@9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₩ doz.....$3.00
Excelsior Saw Tools ₩ doz.....$3.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....30%
Spring Hammer.....30&5%
Disston's Star.....35@35&10%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₩ doz. $9.00
"Royal".....₩ doz $6.00
Leach's.....33⅓&5
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $32.00:
No. 5, $31.00.....40&20%
Richardson's 35%
Seymour Smith & Son, Hammer, ₩ doz.....$4.75
Stillman's ₩ doz.....$1.00
Taintors Positive...$13.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....35%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₩ doz. $17.00@$18.00
Tea, No. 161.....₩ doz. $5.75@$6.00
Union Platform Plain...$2.10@$2.16
Striped.....$2.15@$2.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '98.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz., $3.00
Box, 2 Handle....₩ doz., $3.00@$4.00
Foot.....55&5@30&5%
Ship Common.....₩ doz., $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Koehler's, Steel No. 7...₩ doz. $3.00

Screens—

DOORS—

Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....50&5%
Standard Oil.....50&10%

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....35@25&10%
Gem Window Screen Frames, 35&10%
Monarch Adjustable Window Screens.....60%

Screw Drivers—

Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....27½%
Champion.....40&10%
Disston's.....70%
Electric Spiral No. 01, ₩ doz $6.00 net
Electric Spiral No. 02, ₩ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 8, $12.50%
Howard-Allard, low list.....0%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....35&10%
Jones Reversible Spiral No. 2, ₩ doz. $24.00, 50%

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Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....⅌ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 86.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓&5%
"Handy" Ratchet.....35%
Williamson's:
Beauty, ⅌ doz.....$1.00 } 40%
Gem, ⅌ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....85%
Brass, Round Head.....82½%
Bronze, Flat Head.....82½%
Bronze, Round Head.....80%
Coppered, Flat Head.....85%
Coppered, Round Head.....80%
Drive Screws, Diamond Point.87½%
Iron, Bright Flat Head.....87½%
Iron, Br't R'd & Oval Head.....85%
Nickel Plated, Iron Flat Head..82½%
Nickel Plated, Iron R'd Head..82½%
Silver Plated, Iron Flat Head....70%
Silver Plated, Iron Round Head.75%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ⅌ doz., 1 in., $2.75; 1½, $3.00; 1¼, $3.50
Bench, Wood, Beech. ⅌ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....80&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25@30%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ⅌ Set.....$2.25
Surrey, No. 9, ⅌ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs.⅌ doz.$3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@30%
M. W. Co., list July, 1892.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 18, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
O.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel.....10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ⅌ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...⅌ doz. $1.75; ⅌ gro. $18.00

Slaw Cutters—

Enterprise.....2@30%
Enterprise Mfg. Co.....35%
Tucker & Dorsey:
1 Knife.....⅌ gro. $15.00@$18.00
2 Knives.....⅌ gro. $20.00 @$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....10&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps.....
High Grade Snaps.....
Jockey Snaps.....
Derby Snaps..... } 45&2%

Soldering Irons—

Covert Mfg. Co.....35&2%

Spoke Shaves—

Batley's (Stanley R. & L. Co.) 50&10%
Iron.....⅌ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....⅌ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@30%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels. 60&10%
Starrett's Micrometer Caliper Squares.....35%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ⅌ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—

Nichols Bros.:
Butcher.....50%
Table.....50%
Kitchen.....5%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks .90&10@90&25%
Carpet Tacks:
American, Blued....90&30@90&40%
American, Tinned...90&30@90&40%
Swedes Iron Tacks:
S. S.....90&30@90&10%
Bill Posters' and Railroad Tacks:
S. S .....90&4 @90&50%
Common and Patent Brads..7 &10%
Finishing Nails.....85&25%
Gimp Tacks:
S. S .....90&50%
Hungarian Nails, Steel.....80&25%
Lace Tacks.....
S. S.....85&15%
Looking Glass Tacks.....75%
Trimmers' Tacks:
S. S .....90&30%
Trunk and Clout Nails:
Steel, Black.....80&25%
Steel, Tinned.....8. &25%
Upholsterers' Tacks:
S. S.....90&50%

MISCELLANEOUS—

Bill Nye Brad Box.....⅌ box $4.00
Bill Nye, Jr., Brad Box..⅌ box $2.00
Bonnie Blue.....⅌ box $1.00
Can Opener Carpet Tacks.⅌ gr $4.00
Dble. Point.90&10&10&10&10&10%
Hammer Carpet Tacks...⅌ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net.....$1
" " 2, " " 1.50
Little Jack.....⅌ doz. $1.00

Tapes, Measuring—

American.....40&10@50%
Chestermans.....25&2½&5%
Keuffel & Esser Co., New list, 1898:
Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

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Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

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Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
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5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).30&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co: No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.96

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....35%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.00
Comb. Car., Wood Track....3.00
Common 6 in. Wood Sheave Pulley, Fig. 473, ⅌ doz.....$1.50
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ⅌ ft..... .09
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Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ⅌ doz.$1.60
Floor Hooks, ¾ in. ⅌ doz. .65
Floor Pulley, Wood Sheave, Fig. 498, ⅌ doz.....$2.25
Hanging Hooks for Double Steel Track, ⅌ doz..... .50
Hanging Hooks for Single Steel Track, ⅌ doz..... .50
Hanging Hooks for Wood Track, 10 in. ⅌ doz..... .45
Hanging Hooks for Wood Track, 14 in., ⅌ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ⅌ doz.,$2.00

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Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$2 75
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$2.25
Rope Hitch ₩ doz.....$1.75
Single rail Car, Single Steel T..$3.50
Single rail Steel Track with clamps, ₩ ft. ..... .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....$1.50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 5 @ 0&10%
Crescent .....7@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 3 3 and 304.....₩ 100, $12.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse .....5 @50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross. $12.50
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse,Catch-'em-alive ₩ dz $2.50.15%
Mouse, Delusion..... 40%
Mouse, Ideal.....₩ gr $9.00
Mouse, Round Wire. ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $15.00; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
John M Mast:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.25.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick.....30%
Garden 40%
Plastering.....25%
Pointing.....30%
C. E. Jennings & Co.:
Brick 30%
Plastering.....25%
Pointing 30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@2 &10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
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Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

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Solid Box.....60&10
V. W. & W.....60%

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Bonney's Champion.....50@5 &5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....5 &10@5&10&10%
Ball Clamp.....45@45&10%
Gravity.....10% net
Hand.....15@15 &10%
Moore's.....20%
Parker's.....20@25%
Oval Slide.. .....50&10%
Victor.....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
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Cincinnati.....50%
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Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓%
Wentworth's.....40%

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National Cement & Rubber Mfg. Co
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No. 2 High Pressure Hot Water Vulcanizers 12 00

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Covert Mfg. Co.'s Steel.....45&2%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

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"Pastime".....₩ doz. $1.75 net

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See Gauges.

Wire and Wire Goods—

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Bright Wire Goods, Standard list 90&2 @90&2½%
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Copper Wire 40%
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50&10%
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Tin'd, Tinned list Nos. 0 to 18.... 75&10%
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Painted Screen Cloth good quality, ₩ 100 sq. ft.....$1.00

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List.
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Brigg's Pattern.....30&10%
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Bit.....15@15&10%
Standard Brace.....15@15&10%
Coes':
Genuine.....40&10&5&5&2%
"Mechanics'".....40&10&10 &5&5&2%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Acme .....60@60&5%
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In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
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Peerless Mfg. Co., list Feb., 1893...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

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Linseed, City, Raw, in barrels..₩ gallon.....43c
Linseed, City, Boiled, in barrels ₩ gallon.....44c
Out of Town on Spot..₩ gal.....42c
Calcutta, Raw, in bbls....₩ gal. 54c
Lard, Prime City.....₩ gal. 44@46c
Extra, No. 1.....36@38c
No. 1.....30@31c

Paints and Colors—

Barytes, Foreign, ₩ ton, $20.00@$22.5
Barytes, American Floated, ₩ ton $18.00@$20.00
Barytes, Crude ₩ ton, $8.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ℔.....5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ℔ net.....6@
In lots of 500 pounds and over, ₩ ℔.....5½@5¾c
White Lead, Foreign, in Oil, ₩ ℔ 5@5¾c
Litharge, Kegs, ₩ ℔.....5½@5¾c
Zinc, American, Dry, ₩ ℔....4@4½c

Putty—

In bbls. and half bbls.....1¾@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....1¾@2

Spirits Turpentine—

In regular bbls.....45 @—c
In machine bbls.....45½@—c

Dry Colors—

Blue, Chinese.....₩ ℔ 30 @35
Blue, Prussian.....₩ ℔ 29 @33
Blue, Ultramarine..₩ ℔ 6 @30
Sienna, Italian, burnt & powdered ₩ ℔ 4½@10 c
Sienna, Italian, raw & powdered...₩ ℔ 3 @7 c
Umber, Turkey, burnt.....₩ ℔ 2½@3¼c
Umber, Turkey, raw.....₩ ℔ 2½@3 c
Green, Chrome, Ordinary.....₩ ℔ 8 @11 c
Green, Paris, in bulk, ₩ ℔ 13½@15½c
Indian Red, American.....₩ ℔ 2½@ 3 c
Indian Red, English.....₩ ℔ 4½@5½

Colors in Oil—

Black Lampblack, Best.....₩ ℔ 11 @13 c
Black Lampblack, common.....₩ ℔ 7 @ 9½c
Blue, Chinese.....₩ ℔ 35 @40 c
Blue, Prussian .....₩ ℔ 25 @35 c
Blue, Ultramarine..₩ ℔ 16 @21 c
Sienna, bur't... .....₩ ℔ 8 @12 c
Sienna, raw.....₩ ℔ 7 @10 c
Umber, burnt.....₩ ℔ 7 @10 c
Umber raw.....₩ ℔ 6 @10 c
Brown, Vandyke....₩ ℔ 7 @12 c

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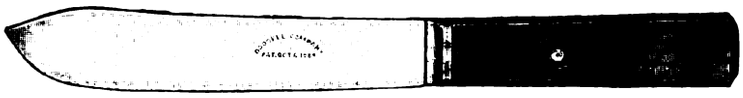
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We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

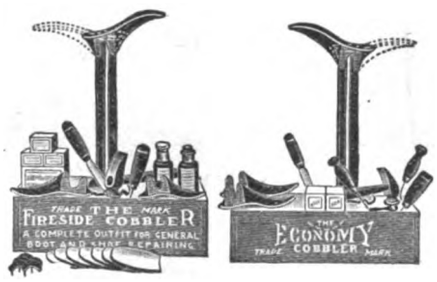
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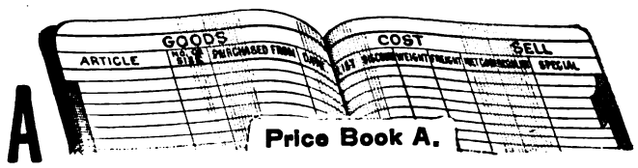
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HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

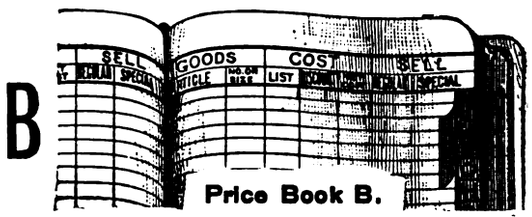
These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.



Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

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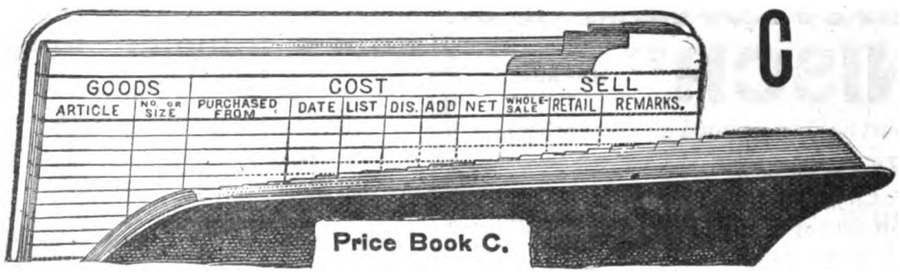
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The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4½ x 7¾ inches.***

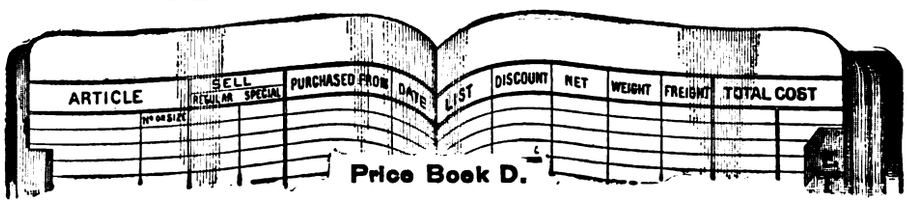
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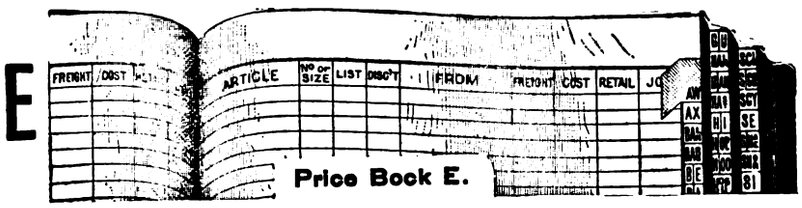


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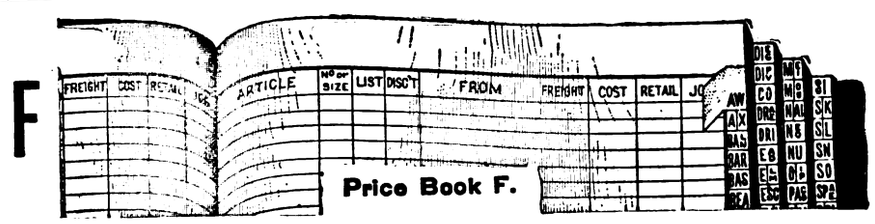
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Charles Morrill, New York.

Bicycle Stands.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
John H. Graham & Co., New York.
L. M. Jones & Co., Winsted, Conn.
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.
Calcium King Lamp Co., Waterbury, Conn.
Codling Mfg. Co., Bristol, Conn.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co. New York.
Harrington & Richardson Arms Co., Worcester, Mass.
N. N. Hill Brass Co., East Hampton, Conn
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Miller & Van Winkle, Brooklyn, N. Y.
National Cement & Rubber Mfg. Co., Toledo, Ohio.
New Departure Bell Co., Bristol, Conn.
Geo. W. Nock, Philadelphia.
Plume & Atwood Mfg. Co., New York.
Remington Arms Co., New York.
Rickes & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Chas. J. Stebbins, New York.
Edwin B. Stimpson & Son, New York.
Edw. K. Tryon, Jr. & Co., Philadelphia.

Bicycle Step Ladders.
Bicycle Step Ladder Co. Chicago.

Blind Hinges.
Stanley Works, New Britain, Ct.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.
Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts.
Berger Bros. Co., Philadelphia.
Brass Goods Mfg Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn Chicago.
Franklin S. Miles, Philadelphia.
Steward & Romaine Mfg., Co., Philadelphia.

Boxes.
Folding Paper Box Co., South Bend, Ind.

Box Straps.
Cary Mfg. Co., New York.
Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.
Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.
Magnolia Metal Co., New York.

Brass Goods.
Loeb & Co., New York.

Brass, Manufacturers.
Waterbury Brass Co., New York

Brass, Perforated.
Harrington & King Perforating Co., Chicago.

Brazers.
National Cement & Rubber Mfg. Co., Toledo, Ohio.

Buffing Wheels.
Divine Bros., Utica, N. Y.

Buggies.
Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.
Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.
John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Nichols Bros., Greenfield, Mass.
Silver Mfg. Co., Salem, Ohio.

Butts.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.

Cabinets.
Fox Cutlery Co., Hoboken, N. J.

Calipers.
Alfred Field & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.: New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.
Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers.
F. E. Myers & Bro., Ashland, Ohio.

Casters.
Allerton-Clarke Co., New York.

Cement.
National Cement & Rubber Co., Toledo, Ohio.

Chains.
Bridgeport Chain Co., Bridgeport, Conn
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H

Chisels.
Underhill, Clinch & Co., New York.

Chucks.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clay Screens.
Harrington & King Perforating Co., Chicago.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
Lancaster Machine & Knife Works, Lancaster, N. Y.
Nichols Bros., Greenfield, Mass.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago, Ill.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Coal Screens.
Edward Darby & Sons, Phila., Pa.
Harrington & King Perforating Co., Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper Cut Nails.
Salem Nail Co., New York.

Copper, Perforated.
Harrington & King Perforating Co., Chicago.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Countersinks.
H. H. Mayhew Co., Shelburne Falls, Mass.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

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Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.
Surpless, Dunn & Co., New York.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Fox Cutlery Co., Hoboken, N. J.
Goodell Co, Antrim, N. H.
R. Heinisch's Sons Co., Newark, N. J.
E. S. Hulbert & Co., Bernardston, Mass.
Nicholls Bros., Greenfield, Mass.
Jos. Rodgers & Sons, Sheffield, England.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Selner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Troy Nickel Works, Albany, N. Y.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.
E. S. Stiles Press Co., Watertown, N. Y.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Norton Door Check & Spring Co., Boston, Mass.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
John Toler, Sons & Co., Newark, N. J.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Alfred Field & Co., New York.
Goodell Bros. Co., Greenfield, Mass.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Drop Presses.

E. S. Stiles Press Co., Watertown, N. Y.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dust Beaters.

Planet Mfg. Co., Springfield, Mass.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.
Partrick, Carter & Wilkins, Philadelphia.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Elevator Screens and Guards.

Harrington & King Perforating Co., Chicago.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enamel.

National Cement & Rubber Mfg. Co., Toledo,

Enameline.

J. L. Prescott & Co., New York.

Enameling Ovens.

National Cement & Rubber Mfg. Co, Toledo, Ohio.

Engravers.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co., Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York.

Farming Tools.

E. P. Bellows Agricultural Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
National Specialty Mfg. Co., Philadelphia, Pa.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Nicholson File Co., Providence, R. I.
Sickels & Nutting Co., New York.

Filters.

J. H. Seed, New York.

Fire Pots.

Merchant & Co, Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

E. P. Bellows Agricultural Co., New York.
F. E. Carpenter, New York.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Ulrich Mfg. Co., Rock Falls, Ill.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N. Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co, Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.

F. E. Carpenter, New York.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland,

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.
Ulrich Mfg. Co., Rock Falls, Ill.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
Darling, Brown & Sharpe, Providence, R. I.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Browne & Manfield, New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia
Charles Miller & Son, Utica, N. Y.
National Specialty Mfg. Co., Philadelphia.
Niles Mfg Co. Chicago.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
W. W. Pryor Hardware Co., New York.
Reading Hardware Co., Reading, Pa.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Ulrich Mfg. Co., Rock Falls, Ill.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Cutters.

E. P. Bellows Agricultural Co., New York.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters.

Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg. Co., Buffalo, N. Y.
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Philadelphia Lawn Mower Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stabbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers,

Alder & Boyd, New York.
Maltby Henley Co., New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Office Railings

Edward Darby & Sons, Philadelphia.

Oils.

Dean Linseed Oil Co., New York.
National Cement & Rubber Mfg. Co., Toledo, Ohio.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

Goodell Bros. Co., Greenfield, Mass.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Scholhorn Co., New Haven Conn.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell M'f'g. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works Albany, N.Y

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Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish.

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

Alder & Boyd, New York.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses.

E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pruning Shears.

Wm. Schollhorn Co., New Haven, Conn.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razor Strops.

William A. Shull, Philadelphia.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.
Monarch Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

Reels.

John Sommer's Son, Newark, N.J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York

Saw Sets.

E. C. Atkins & Co., Indianapolis Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York,

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.

Scales.

John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelphia
Underhill, Clinch & Co., New York.

Screens, Perforated Metal.

Harrington & King Perforating Co., Chicago.

Screen Plates, Punched.

Harrington & King Perforating Co., Chicago.

Screens, Wire.

Edward Darby & Sons, Philadelphia.
A. J. Phillips Co., Fenton, Mich.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Shears, Power.

E. S. Stiles Press Co., Watertown, N. Y.

Shears and Scissors.

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R. Heinisch's Sons Co., Newark, N. J.
Wm. Schollhorn Co., New Haven, Conn.

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Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair, N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport Conn.
Wm. Rogers Mfg. Co., Hartford and Norwich, Conn.; Taunton; Mass.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H. Graham & Co., New York.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slating Nails.

Salem Nail Co., New York.

Slaters' Tools.

Salem Nail Co., New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
A. J. Phillips Co., Fenton, Mich.
Underhill, Clinch & Co., New York

Spades.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.
Harrington & King Perforating Co., Chicago.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Spouts.

Charles Millar & Son, Utica, N.Y.

Springs.

John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Miller & Van Winkle Co., Brooklyn, N. Y.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co. New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadelphia.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn

Stay Rollers.

John H. Graham & Co., New York.
McKinney Mfg. Co. Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

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Wallace Barnes Co., Bristol, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel, Perforated.
Harrington & King Perforating Co., Chicago.

Step Ladders.
Bicycle Step Ladder Co., Chicago.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Stoves.
Dangler Stove & Mfg. Co., Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York.
Troy Nickel Works, Albany, N.Y.

Stove Mittens.
Diamond Hardware Co., Boston.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.
Troy Nickel Works, Albany, N.Y.

Stove Trucks.
See Trucks, Stove.

Stones, Scythe, Oil, Etc.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Strops, Razor.
Alfred Field & Co., New York.

Tackle Blocks.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.
Alfred Field & Co., New York.

Tacks.
Salem Nail Co, New York.

Tape Measures.
Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.
Holroyd & Co., Waterford, N. Y.

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Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Tin.
L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Tinned Nails.
Salem Nail Co., New York.

Tin, Perforated.
Harrington & King Perforating Co., Chicago.

Tin-Plate.
Bruce & Cook, New York.

Tire Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.
A. P. W. Paper Co., Albany, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
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Coes Wrench Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Goodell Bros. Co., Greenfield, Mass.
Maltby Henley Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Millers Falls Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Torches.
National Cement & Rubber Mfg. Co., Toledo, Ohio.

Traps.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
John M. Mast, Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

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O. T. Williamson Wire Novelty Co., Newark, N. J.

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New Jersey Car Spring & Rubber Co., Jersey City, N. J.

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Samson Cordage Works, Boston.

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Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Vapor Stoves.
Dangler Stove & Mfg. Co., Cleveland, Ohio.

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Edward Darby & Sons, Philadelphia.

Ventilators.
Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

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National Cement & Rubber Mfg. Co., Toledo, Ohio.

Wagon Jacks.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.
Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Washing Machines.
Excelsior Mfg. Co., Muncie, Ind.

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Cooney, Seiner & Co., Indianapolis, Ind.

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E. P. Pellows Agricultural Co., New York.
Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Guards, Punched.
Harrington & King Perforating Co., Chicago.

Window Lines, Pulleys, etc.
Samson Cordage Works, Boston.

Window Screens.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
A. J. Phillips Co., Fenton, Mich.
Porter Screen Mfg. Co., Burlington, Vt.

Wire, Manufacturers.
Wallace Barnes Co., Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.
Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Loeb & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Gates, Fences and Fencing.
Edward Darby & Sons, Philadelphia.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing.
Edward Darby & Sons Philadelphia.

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Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

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Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., NewYork.
Gilbert & Bennett Mfg. Co., New York and Chicago.

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C. H. & E. S. Goldberg, New York.
John Sommer's Son, Newark, N.J.

Wrenches, Manufacturers.
Armstrong Mfg. Co., Bridgeport, Conn.
Coes Wrench Co., Worcester Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E Myers & Bro, Ashland, Ohio.
J. H. Seed, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Wrought Butts.
Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

Yellow Metal Nails.
Salem Nail Co., New York.

Zinc.
Bruce & Cook, New York.

Zinc Nails and Tacks.
Salem Nail Co., New York.

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Harrington & King Perforating Co., Chicago.

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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.....4
Allerton-Clarke Co 41
American Ring Co.....11
American Shearer Mfg. Co.....54
Ames Sword Co..... 2
Arcade File Works.....41
Arcade Mfg. Co..... 2
Armstrong Mfg. Co.....14
Atkins (E. C.) & Co.....42
Atlas Bolt & Screw Co 74
Atlas Mfg. Co..... 1
Ausable Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 5
Bardsley Jos.....43
Barnett (G. & H.) Co.....74
Barrett, W. L..... 1
Bellows (E. P.) Agricultural Co...73
Berger Bros Co.....14
Berger, L. D.....53
Bicycle Step Ladder Co.....50
Bissell Carpet Sweeper Co.....51
Bissell (E.) & Co.....40
Boardman (Luther) & Son.....10
Bommer Bros.....74
Boston & Lockport Block Co..... 4
Brass Goods Mfg. Co.....56
Browne & Manafield.....47
Bruce & Cook 17
Bryan Mfg. Co..... 4
Burr Mfg. Co.....17

C

Calcium King Lamp Co.....45
Capewell Horse Nail Co.....74
Carpenter (F. E.).....49
Cary Mfg. Co.....56
Champion Safety Lock Co.....52
Chadborn & Coldwell Mfg. Co....38
Champion Steel Range Co.....52
Chatillon (John) & Sons..... ... 6
Chicago Flexible Shaft Co.....15
Clark & Cowles..... 5
Cleveland Stone Co..... 7
Cleveland Twist Drill Co.....74
Clinton Wire Cloth Co.....73
Clipper Lawn Mower Co..... 2
Coates Clipper Mfg. Co.....10
Codling Mfg Co.....52
Coes Wrench Co..... 7
Conroy (P. J.) Co.....50
Contractors' Plant Mfg. Co.....53
Cooney, Seiner & Co.....52
Covert Mfg Co..... 8
Cronk Hanger Co.....16
Cushman & Denison.....39

D

Dangler Stove & Mfg. Co.....52
Darby (Edward) & Sons 73
Dean Linseed Oil Co.....54
Diamond Hardware Co..... 7
Dickinson, Thos. L.....49
Disston (Henry) & Sons..... 5
Divine Bros..... 2
Dixon (Jos.) Crucible Co..... 6
Dunbar Bros.....49
Du Pont (E. I.) de Nemours & Co. 3

E

Eclipse Refrigerator Works.....51
Edgar Mfg. Co. 15
Ellis & Helfenberger.....54
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co 49
Excelsior Mfg. Co..... 4

F

Field (Alfred) & Co.....50
Fitch (W. & E. T.) Co..... 1
Folding Paper Box Co.....64
Fox Cutlery Co.....10
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co. 73
Gillespie (Chas. H.) & Sons..... 5
Goldberg, C. H. & E. S.....45
Goodall Bros. Co.....37
Goodell Co.....65
Goshen Sweeper Co,.....15
Gould Packing Co..... 45
Graham (John H.) & Co.....18

H

Hampden Loan & Trust Co.....53
Hanson & Van Winkle Co..... 2
Hardwaremen's Exchange.....54
Hardware Publishing Co.....43
Harman, S. H.....73
Harrington & King Perforating Co.....74
Harrington & Richardson Arms Co.....52
Hartley & Graham..... 1
Heinisch's (R.) Sons Co.....65
Heller (W. C.) & Co.....14
Hill (N. N.) Brass Co.....56
Holmes & Edwards Silver Co.....10
Holroyd & Co..... 7
Howard Iron Works..... 1
Hulbert (E. S.) Co.....40

I

Iowa Farming Tool Co.....49
Ives (H. B.) & Co.....39

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg Co.....56
Johnson's (Iver) Arms & Cycle Works.....40
Jones (L. M.) Co..... 9

K

Kearney & Foot Co.....45
Keuffel & Esser Co..... 9
Kilbourne & Jacobs Mfg. Co.....39
Kimball Bros.....14
Kohler (F. E.) & Co..... 4

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....36
Lancaster Machine & Knife W'ks.49
Lane Brothers Co..... 2
Leonhardt & Co.....47
Litchfield J. M..... 7
Loeb & Co.....47

M

Magnolia Metal Co..... 1
Maltby Henley Co.....53
Martin, James F.....54
Mast, John M.....17
Mayhew (H. H) Co. 38
McCarty (J. C.) & Co..... 5
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S.....65
Miller (Chas.) & Son.....54
Miller & Van Winkle..... 1
Morrill, Charles.....13
Mugford, A.....49
Myers (F. E.) & Bro.....17

N

National Cement & Rubber Mfg. Co..... 8
National Horse Nail Co..... 5
National Saw Co.....10
National Specialty Mfg. Co.....15
New Departure Bell Co.....49
N. J. Car Spring & Rubber Co.....53
New Jersey Wire Cloth Co.....71
New York Stamping Co..... 4
Niagara Paper Mills..... 2
Nicholson File Co..... 3
Niles Mfg. Co 2
North Bros. Mfg. Co.....13
Norton Door Check & Spring Co..13

P

Parry Mfg. Co.....74
Pastime Lawn Mower Co..... 9
Patrick, Carter & Wilkins.....56
Peck (Fred W.) & Co.....65
Pelouze Scale & Mfg. Co..... 43
Pennsylvania Wire Works.....73
Philadelphia Commercial Museum..... 2
Philadelphia Lawn Mower Co.... 9
Phillips (A. J.) Co.....51
Pike Mfg. Co.....47
Plume & Atwood Mfg. Co.....47
Porter Screen Mfg. Co.....10
Prescott (J. L.) & Co..... 1
Pryor (W. W.) Hardware Co.....43
Putnam Nail Co..... 11

Q

Quincy Hardware Mfg. Co..... 1

R

Reading Hardware Co.....10
Robertson, Arthur R..... 1
Rodgers (Joseph) & Sons 60
Rogers (Wm.) Mfg. Co.....50
Rolfe, I..... 5
Root Bros. Co.....54
Root Bros. Co.....65
Russell & Erwin Mfg. Co.....42

S

Salem Nail Co.....53
Samson Cordage Works..... 1
Sargent & Co.....47
Schollhorn (Wm.) Co.....50
Scranton (The) & Co.. 1
Sedgwick Machine Works.....14
Seed, J. H..... 4
Seed , J. H.....54
Shull, Wm. A.....13
Silver Mfg. Co.....52
Smith & Egge Mfg. Co.....18
Smith (Wm. G.) & Co..... 8
Sommer's (John) Son.....74
Standard Co.....56
Standard Tool Co..... 1
Stanley Rule & Level Co.....39
Stanley Works..... 1
Stebbins, Chas. J..... 3
Stevens (J.) Arms & Tool Co..... 7
Steward & Romaine Mfg. Co 54
Stiles (E. S.) Press Co.....11
Stimpson (Edwin B.) & Son.....74
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....47
Sudlow, John W.....11
Surpless, Dunn & Co.....73
Sweeney (W. H.) Mfg. Co.....11

T

Tie Co..... 1
Toler (John) Sons & Co..... 3
Tower & Lyon.....13
Townsend, C. C. & E. P.....54
Troy Nickel Works.....64
Tryon (Edw. K. Jr.) & Co.....49
Tuck Mfg. Co.....43

U

Ulrich Mfg. Co.....47
Underhill, Clinch & Co..... 9
Underhill, Clinch & Co.....65
Union Hardware Co.....13
Union Metallic Cartridge Co..... 1

V

Van Wagoner & Williams Hdw. Co.....74
Voigt, Starr & Co.....53

W

Warren (J. D.) Mfg. Co.....13
Waterbury Brass Co.....45
Welch (T. F.) & Co.....73
Wells, Heber.....10
Wiley & Russell Mfg. Co.....45
Williamson W. N. Co..... 7
Wright & Colton Wire Cloth Co..73

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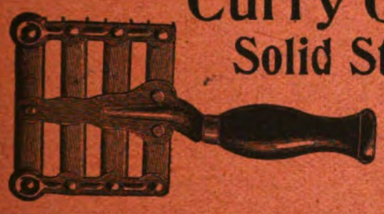
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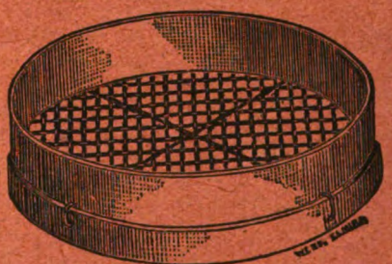
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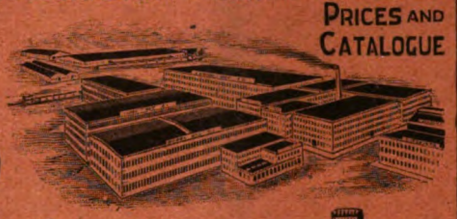
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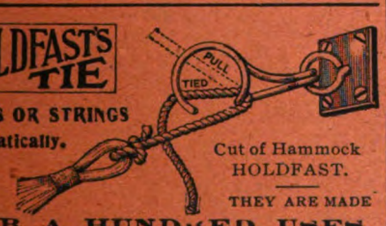
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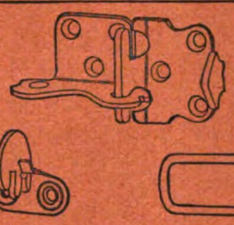
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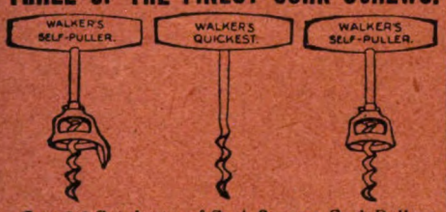
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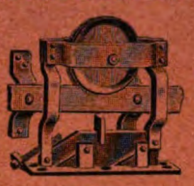
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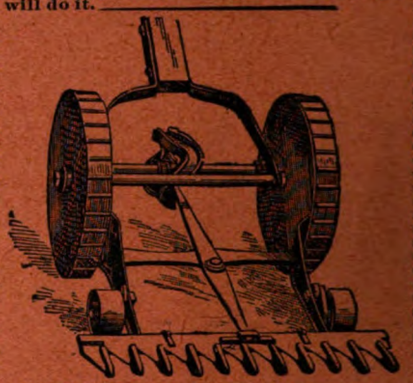
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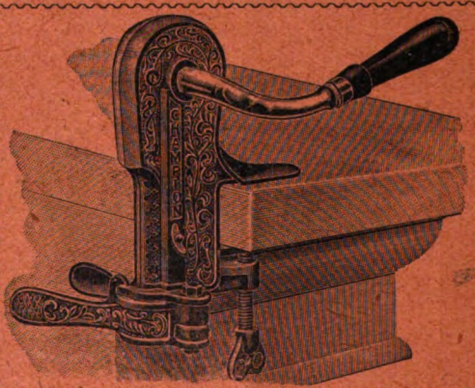
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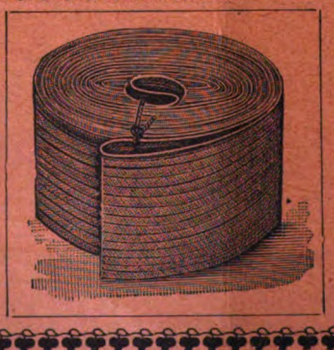
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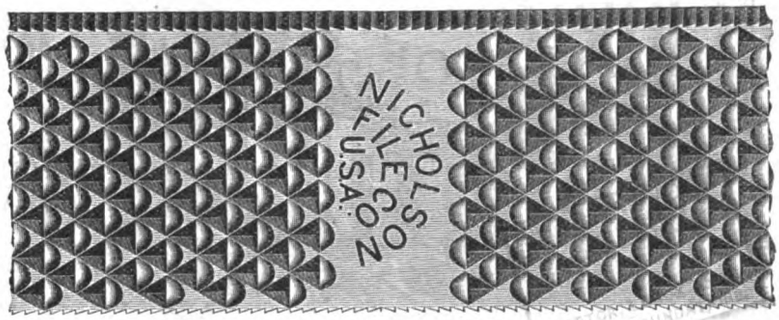
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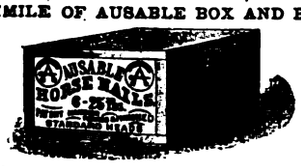
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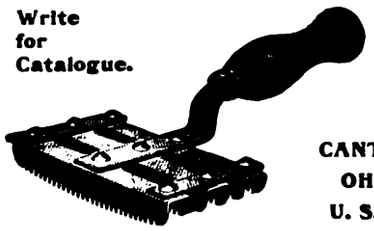
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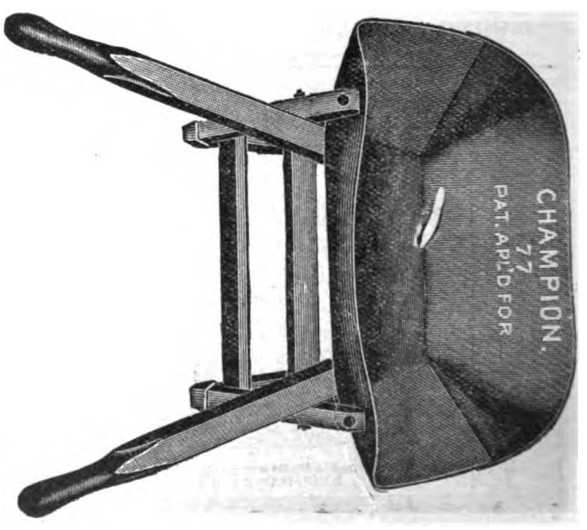
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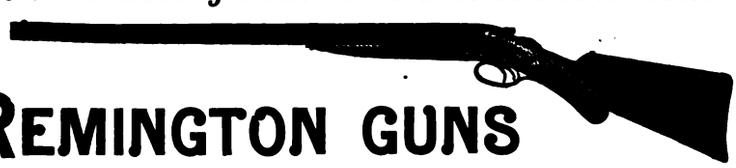
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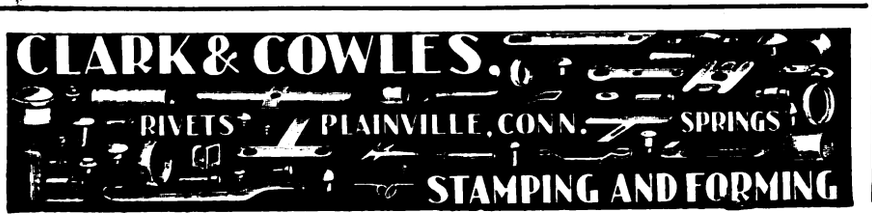
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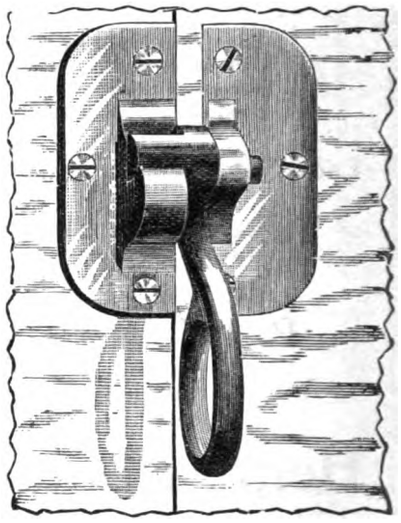
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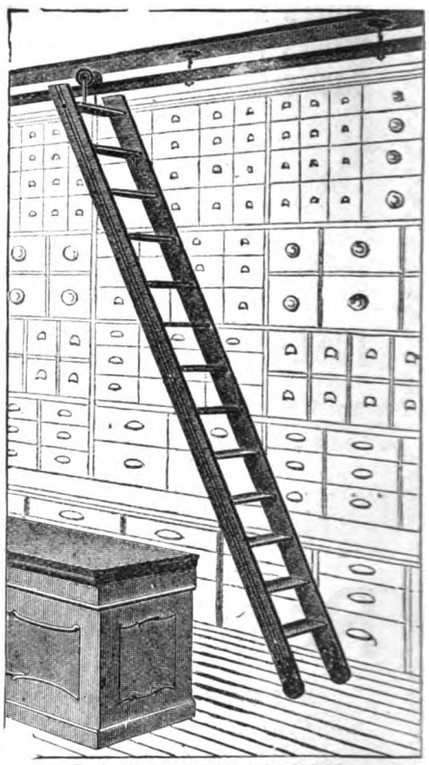
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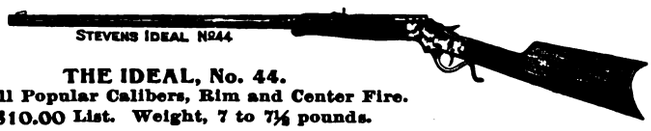
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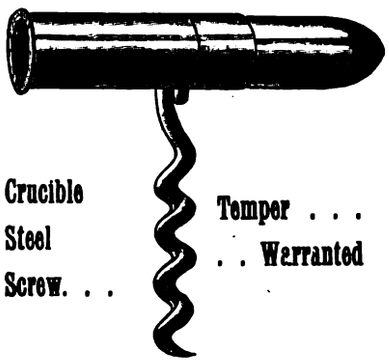
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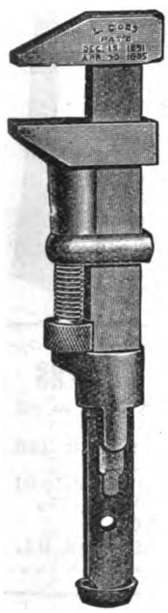


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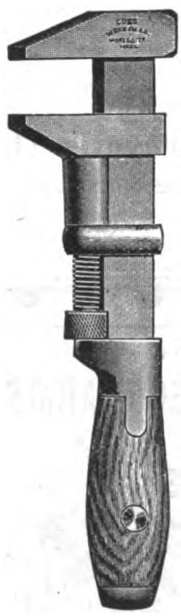
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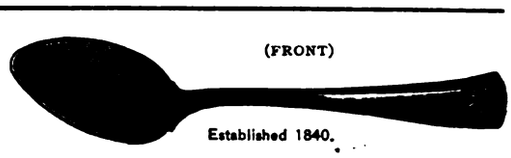
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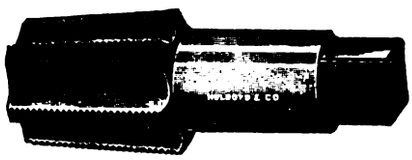
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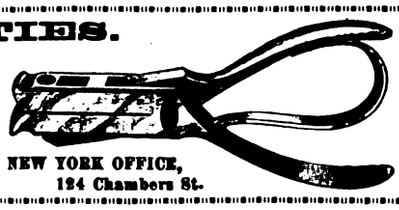


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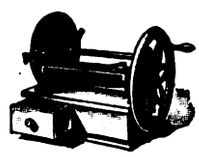
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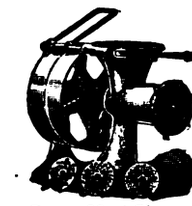

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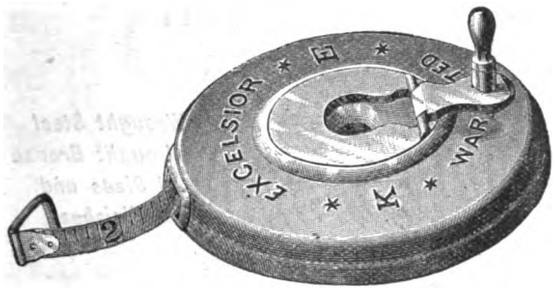
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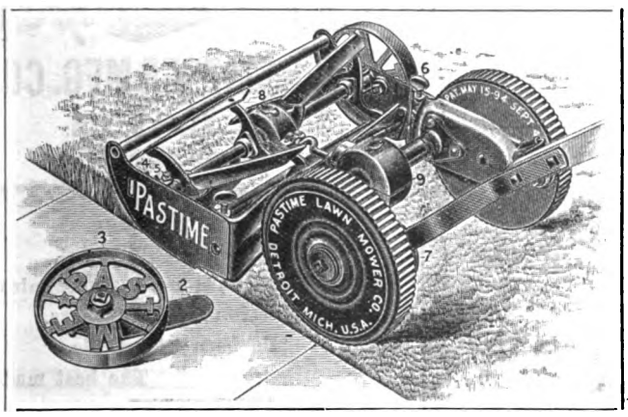
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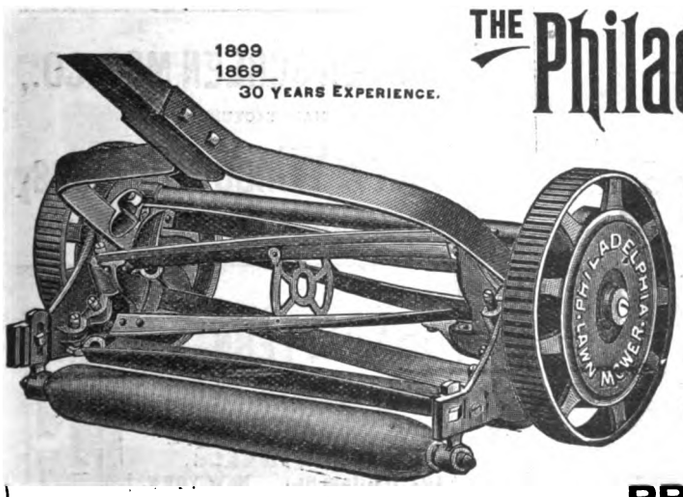
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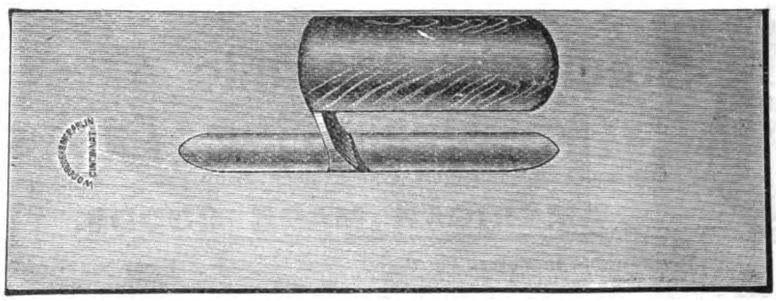
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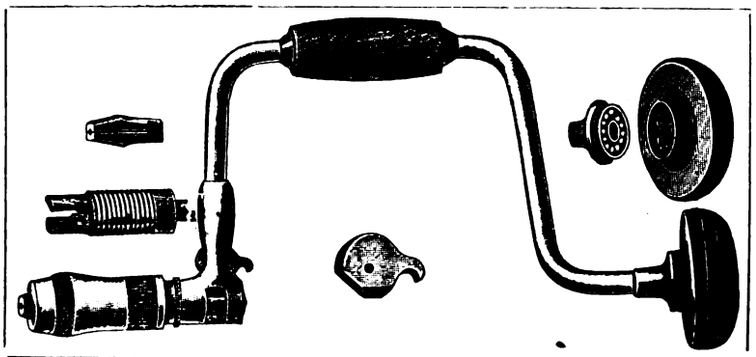
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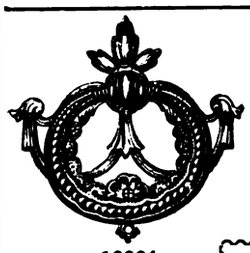
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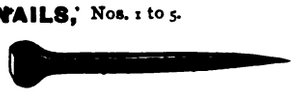

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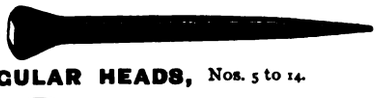

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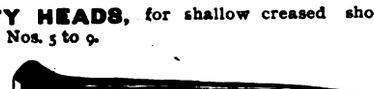
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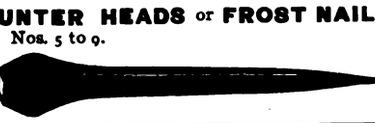
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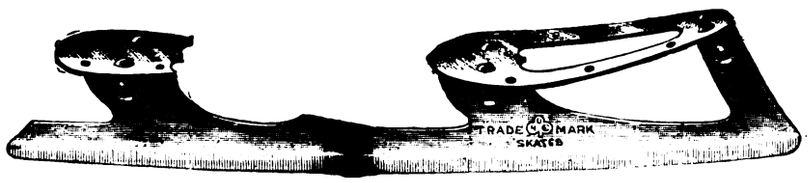
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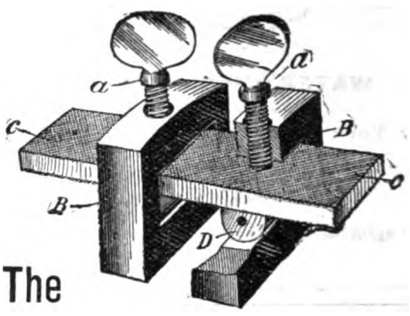


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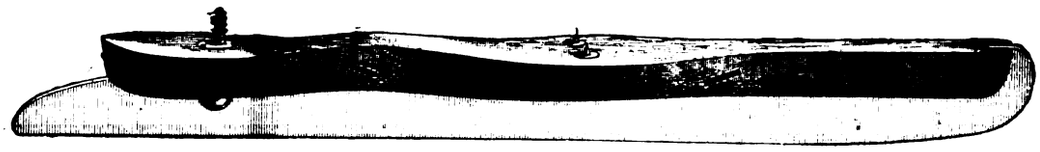




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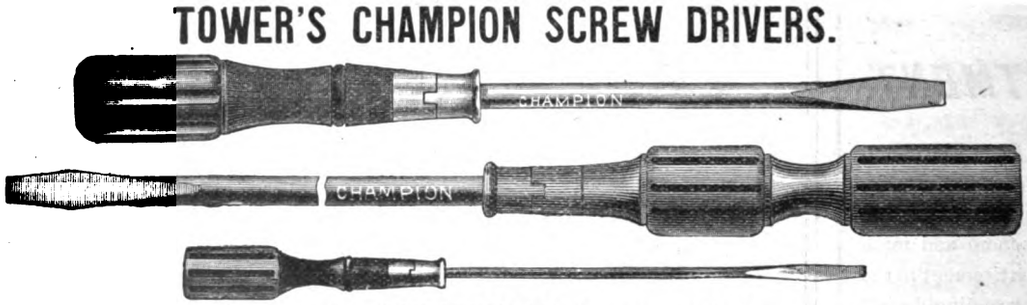
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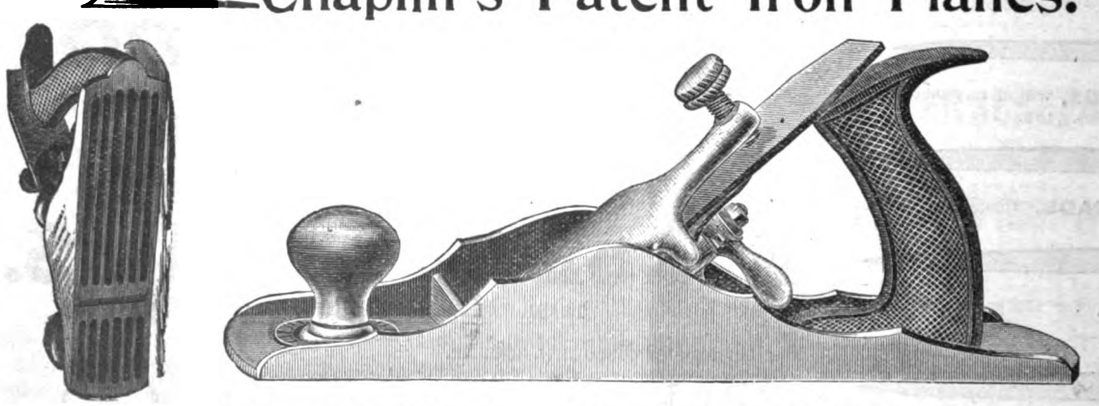
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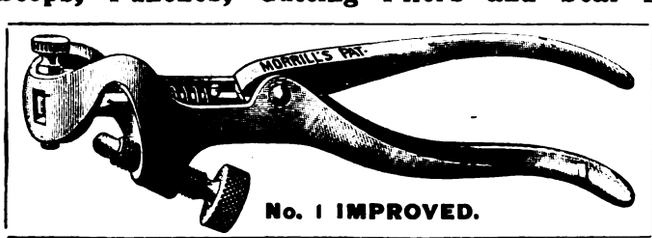
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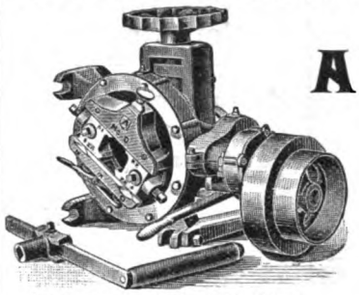
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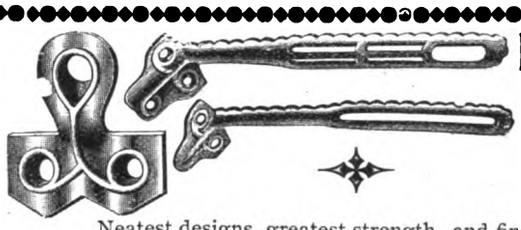
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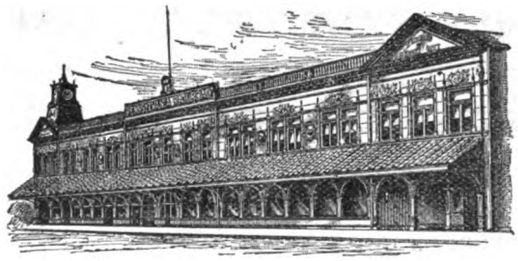


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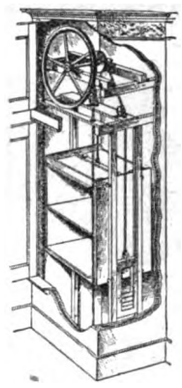
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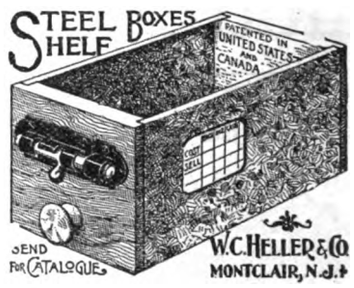
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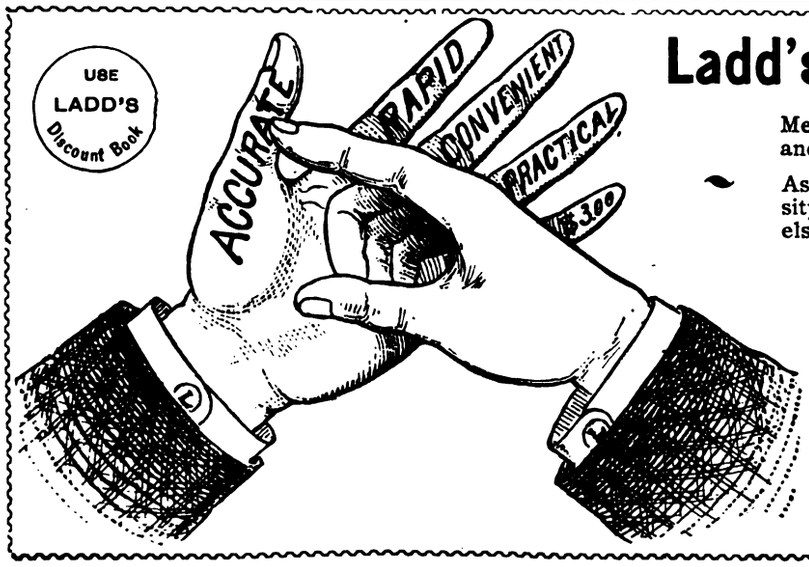
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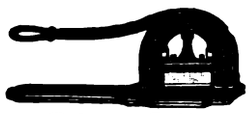
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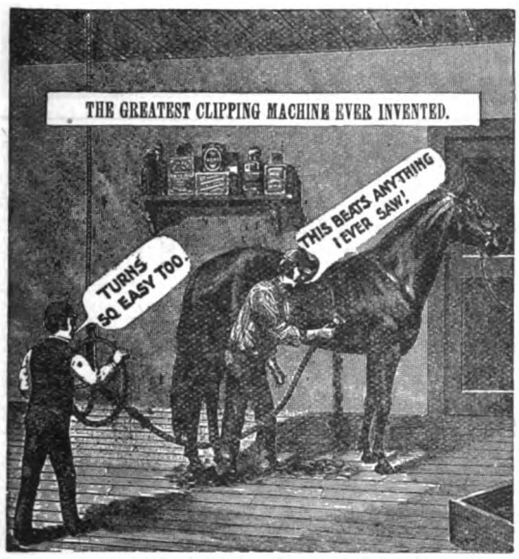
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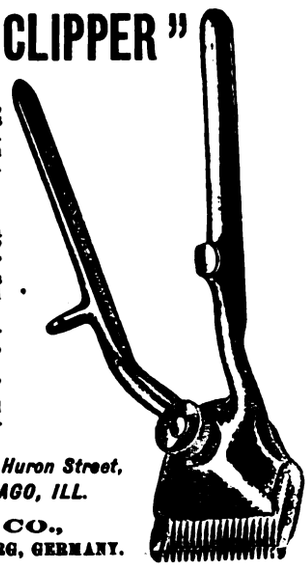

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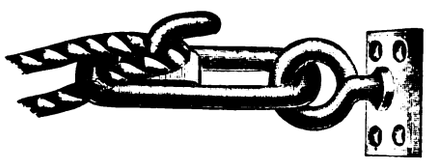
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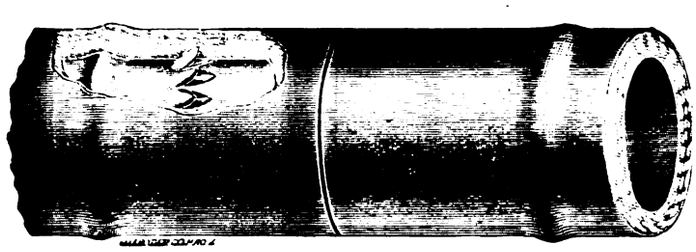
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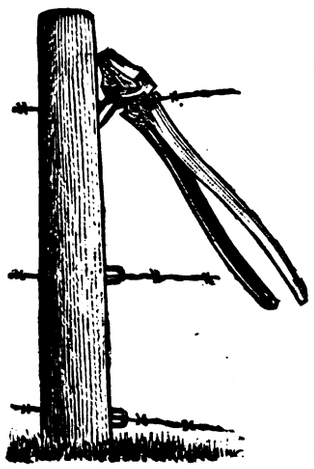


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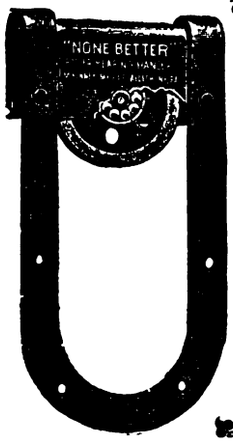
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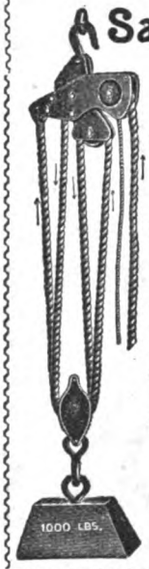
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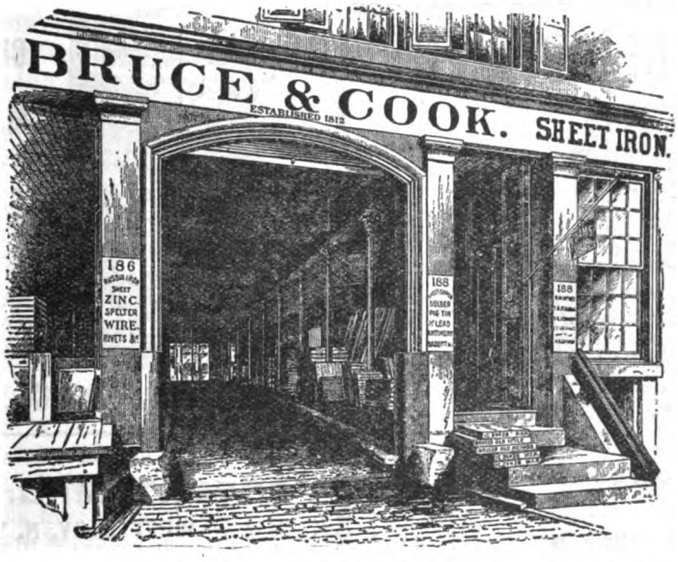
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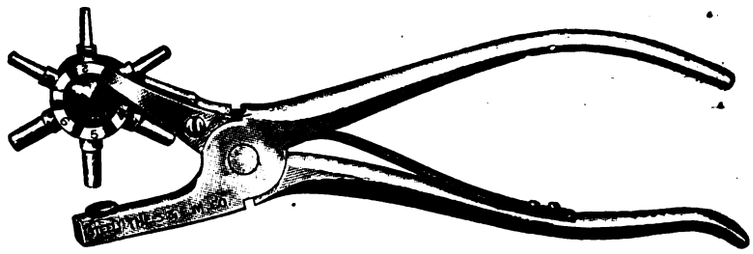
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TO
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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.



Manufacturers of

Cycle Wrenches, Belt Punches, Padlocks, Toe Clips, Coasters.



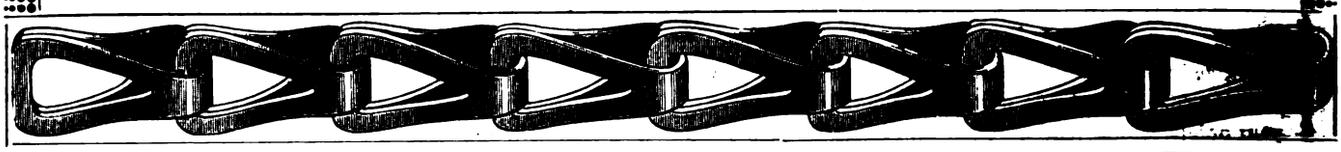
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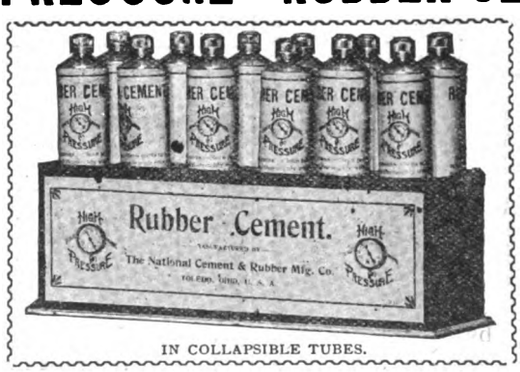


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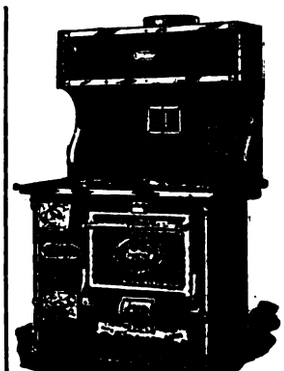


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Best in the World. We are prepared to back up the assertion.

Also . . . "High Pressure" Brand . . . VULCANIZERS, BRAZERS, ENAMELING OVENS & GENERAL BICYCLE SUNDRIES.

The National Cement & Rubber Manufacturing Co.,
TOLEDO, OHIO, U. S. A.



THE CHAMPION AND MARQUART are the only . . Double Flue Steel Ranges made in the world.

Write for Catalogue and Prices.

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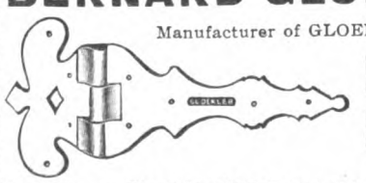


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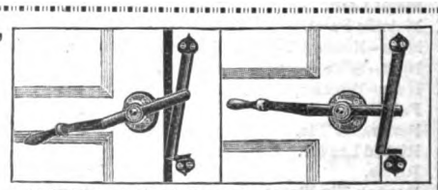
Manufacturer of GLOEKLER'S PATENT



Refrigerator Door Fasteners.

(Pat. Jan. 20, '91).

Extra Heavy Hinges for Cold Storage Warehouses.



Will force the door open as well as shut.
THE BEST ON THE MARKET.
Made in four sizes. . . . Write for Price List.



This style operates on both sides of door. For Cold Storage Houses they have no equal

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HARDWARE

VOL. XVIII. FEBRUARY 25, 1899. NO. 10.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the

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L. E. MITCHELL, - - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.

EASTERN MANAGER:
FRED A. CATON, - - 31 Milk St, Boston.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The two weeks just passed have been so filled with meteorological disturbances as to seriously cripple legitimate local business throughout the country. The heaviest snows we have had in years made all roads fairly impassable, followed by severe rains which added discomfort and inconvenience to the previous stagnating conditions.

Advances in prices based on increasing costs of raw material are still the prevailing features of an otherwise satisfactory market for our leading productions. Starting with the pronounced advances on everything in the iron and steel production, from pig iron to structural steel and followed by the phenomenal changes in lead, spelter, copper, tin and other metals, it looks as though a boom was on which might create disadvantageous conditions.

The general sentiment of the Hardware industry, while not deprecating improvement in the low prices which have so long prevailed, is averse to anything looking like a boom, which at a later date may be compelled to take a retrograde movement and so unsettle the market as to "scotch" business seriously even if it does not kill it for good and all for the season.

Price lists have been made up and sent out with insincere advances in order to stimulate purchases at stiffening quotations. The idea being conveyed that at the prices at which orders are entered, and the current lists and discounts, lies a larger margin of profit than the trade has been familiar with for a long period. As nearly all the large orders so far booked have been at prices certainly better than the lowest which prevailed last fall, they have been accepted with a promise of cutting possibilities based on discount sheets of fluctuating figures, unjustified to the extent indicated.

If it has only the effect of keeping the buyer's mind away from previous unprofitable quotations and makes him a willing convert to possible improvement from now on, it will have done good work that will materially strengthen the conditions governing a season of prosperity. But weekly changes covering a long line of metal products, at each successive two-penny fluctuation in price of the raw material, will have the effect of stultifying all the good sought to be obtained when stiffening the general markets under more intelligent methods.

One of the most important statements as bearing on the prosperity of the business men of the country in 1898, is the fact that although the number engaged in the different business pursuits surpassed that of any previous record, the number of failures was the smallest since 1892.

Out of 1,093,373 firms and companies doing business in 1898 the failures numbered 11,615, with total liabilities of $141,611,413. This was a less amount than in any year since 1890, except 1992, and the percentage of assets to liabilities reached 52.1. Of all sections of the States, the Eastern and Middle States only showed any increase in number of failures.

The Jobber's Advantage.

The impetus given to ordering goods for early delivery is a very encouraging one, and will eventually prove an important factor in the commercial prosperity of our various industries for which the manufacturer has long been on the lookout.

In previous seasons, for some time back, the stock of the wholesaler has been kept as light as possible, owing to unfavorable trade conditions, and the manufacturer was compelled to carry a stock, frequently a heavy one, in order to honor the orders of the jobber when received with instructions to "rush" delivery. It was conditions like these that compelled the manufacturer to seek the paths usually frequented by the jobbers, and endeavor to sell the large retailers in order to diminish the increasing stocks made necessary by a state of affairs which dullness in trade could alone make possible.

This season it would seem as though these abnormal conditions will no longer prevail. Stocks will be ordered abundantly, under advancing quotations from makers; the jobbers' shelves and warehouses will again be filled, and in good order for prompt delivery upon urgent demand being made upon them. The manufacturers, with order books crowded with specifications for delivery months ahead, will leave the retail trade alone, and as prompt delivery can only be promised by the stock of the wholesaler, everything will progress favorably and will bear good fruit for future seasons.

All this is as it should be; and if prices are not placed by our over-zealous manufacturers beyond the bounds of intelligent conviction, the prospects of a thoroughly satisfactory business being done by all the parties interested in prosperous conditions are too plainly perceptible to admit of the possibility of a doubt.

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The Fifteen Club.

Deeply deploring the fact that the Hardware Club intended letting 1899 go by without the usual annual celebration of its corporate existence, a delegation of the younger element representing the Hardware industry, without too much time being given to its inception, met at "The Arena," on February 21st, and passed one of the most enjoyable evenings in their existence, discussing the good things provided by the host, and the many good things provided by "the boys" themselves. The following gentlemen were present:

Thos. W. Laing, Miller, Sloss & Scott; W. D. Holmes, Reading Hardware Co ; V. C. Brown, Miller, Sloss & Scott; G. W. McLean, Union Selling Co.; John Ellice, Bishop & Co., Boston; R. P. Floyd Jones, Panama S. S. & R. R. Co.; G. A. Rogers, H. A. Rogers & Co.; J. F. Roe, Roe & Conover, Newark, N. J.; J. C. Smart, John H. Graham & Co.; Geo. H. Ruwe, Heller & Merz Co.; Ira E. Douglass, The Shelton Co.; Joseph N. Limeburner, Allerton-Clarke Co.; G. L. Gillon, Watson-Stillman Co,; N. D. Williamson, N. J. Car Spring & Rubber Co., and E. H. Coffin. Mr. Williamson was the chairman and toastmaster of the occasion, the first duty of which was the proper distribution of the following:

MENU.

Blue Points. Sherry.
Clear Green Turtle.
Olives. Celery. Radishes.
Broiled Pompano a la Maitre d'Hotel.
Potatoes a la Parisienne. Haut Sauterne.
Filet de Boeuf, Pique a la Bordelaise. St. Julien.
French Peas. Stuffed Piementos.
Spring Chicken a la Toulouse.
Flageolets Saute, au beurre.
Sorbet au Kirsch. Roast Squab on Toast.
Escarole Salade. Mumm's Extra Dry.
Fancy Ice Cream. Assorted Fruit
Cheese. Cafe Noir Liqueurs.

"With jovial speech and mirthful song,
The happy hours they did prolong."

Mr. Williamson spoke on "Sociability in Trade." Mr. Laing favored the assemblage with a song. Mr. Gillon dwelt upon "Hydraulics" in his remarks. Mr. McLean spun a yarn about "Manila Rope." Mr. Floyd Jones was on deck, "Running a Steamship." Mr. Rogers dwelt sympathetically on "The Absent Ones," and what they were missing. Mr. Roe responded as "Our Friend from Jersey," and was true blue throughout. Mr. Smart extended his vocal chords with the pathetic song, "Come Kiss the Hand that Raised the Lump." Mr. Douglass added to the hilarity of the occasion, sailing on the "high C" with a song worthy the attention it received. Altogether, "the boys" did themselves credit, and were glad to find the morning hours were so pleasant in which to catch the early trolley.

Two Wheel Announcements.

Edw. K. Tryon, Jr. & Co., Philadelphia, Pa., publish a very attractive catalogue of their Bicycle line for 1899. This illustrates and describes the famous Apollo and Vesper bicycles so successfully handled by this company, and also the Devon, which is a good representative cheap wheel. They also handle the Cycloe and Fairy bicycle for juveniles. This catalogue is handsomely printed in colors, thoroughly illustrated. In a note of introduction, the company say: "We have always made it a rule not to reduce the prices of our wheels at the close of the season, as has been the custom of many manufacturers. This policy insures our customers against loss and makes our bicycles not only the best, but the safest line for 1899. Another year brings us nearer cycle perfection; a little change here, a little strengthening there, mark the improvements for '99. There have been no radical changes in construction as in years past, as our experience of '98 teaches us that the ideal has almost been reached. During the past season there has been some talk about the advantages of 30 inch wheels—'easy riding,' etc.—and we have arranged to supply this size where desired. We believe, however, the demand will be light, as any advantages in favor of the 30 inch wheel are counterbalanced by the 28 inch wheel—rigidity, weight and even appearance."

Reference was made in a recent issue to the advance sheets of the 1899 Bicycle Catalogue issued by the McIntosh-Huntington Co., Cleveland, Ohio. We have now received the publication itself, and an examination of the same reveals the fact that there is nothing needed in the bicycle line that is not displayed in this publication. Special attention is given to their line of Sunol, Hercules and Wizard bicycles, which are the great specialties of this company. They make the following announcement in connection with the business of the present year: "With the year 1899, we commence our eighth year as manufacturers of bicycles. During that time there have been many changes in styles and many improvements, and we are proud to state that our bicycles have always appeared abreast of the times. 1898 marked the perfection of bicycles to such an extent that it is difficult to note any radical improvements for the year 1899. Our bicycles, however, have been improved in some respects, as the detailed description which follows will show. They have been before the public now for seven years, and we are sure they stand in the front rank."

Colonel Nutting on the Retailers.

We find the following interesting remarks in regard to recent action of the Retail Hardware Association of Iowa, in the Davenport (Iowa) *Republican* of February 10th. They were made by Col. James R. Nutting, of the Sickels, Preston & Nutting Co., in response to inquiries by a reporter:

"The resolutions of the Retail Hardware Association, passed at their meeting in Des Moines on the 8th, seem about the same as have been passed by similar associations in other States. That there is a great injustice being done to the local retail dealers by larger houses in the great cities there is no doubt. Whether it can be remedied by a boycott there is a doubt. People the world over, who have anything to sell, are liable to sell when they have a favorable opportunity to do so at a profit. Most people try to buy when they think they can get the most for their money."

"Do you think the movement could cut off the department stores from getting the goods they want?"

"The department store of to-day," replied Colonel Nutting, "is only the general store of a few years ago developed in size and enterprise to keep up with the times. They are patronized by all classes of people. Hardwaremen's wives right here in Davenport patronize them. This I know to be a fact, for our own wives do so. Is it consistent to boycott a manufacturer for selling a store that we all patronize?"

"Personally, however, the matter does not affect us. We depend upon the retail Hardware merchants for our trade, and are much pleased with their high standard of business methods and practices."

"File Filosophy" Gratis.

We omitted to mention in the recent notice of this little book published by the Nicholson File Co., that it would be supplied by the company gratis to any one upon request. Address the main office at Providence, R. I.

The book is being circulated widely, and is received with the utmost favor by all interested in files and their uses. It is of very practical value, and is highly appreciated by all who receive it.

HARDWARE costs but One Dollarper year.

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THE SALESMEN'S DEPARTMENT---VIII.

ENTHUSIASM.

The manager's prime duty is to save dollars and to make dollars. What will make dollars for the jobber and his salesman, means dollars to the manufacturer and the retailer.

Referring to the benefits accruing to the retailer, the more goods a salesman sells at practically the same expense, the lower prices he can afford to make his customer, while his employer's profits are at the same time increased. For this reason it is of advantage to the retailer to throw all the trade possible to one jobber, as the jobber has found it advantageous to throw all the trade possible to one manufacturer. The time was when the retailer had some grounds for being a little shy of placing his confidence in one salesman or jobber, fearing he would take advantage of his credulity. Times have changed; competition is so keen and the competing salesman so alert to grasp an opportunity to advance his interests with the dealer, that the jobber and salesman who have undivided accounts appreciate their friends and realize not only their advantage over their competitors, but that just treatment only, will secure the benefits permanently.

One of the most important duties of the manager is to enthuse the salesman under him. A salesman's enthusiasm must not only be sufficient to secure a large part of his customer's patronage, but it must be imparted to the customer the minute he darkens the door. The salesman's visits should be such an inspiration to his customer that the effect of the call upon the customer will not have entirely disappeared before he calls again. Some one has correctly said "Enthusiasm is the Soul of business." No salesman does his whole duty, who does not show his interest in his customer, by cheering and encouraging him in his combat with the petty trials and daily annoyances incident to the retail business.

Here is the secret of the success of many salesmen over others: It is the salesman who exhibits a brotherly feeling for his customer, who has the ability to get "next" to his customer, a quality lacking in so many salesmen, who today gets the lion's share of his customer's patronage. It was the salesman's ability to secure his customer's confidence, good will and business, that influenced the jobber to select him as manager of his salesmen, and it is this quality that will cause him to succeed in the position. To-day the jobber will not allow his salesman to be undersold by his competitor, and as a consequence, the price cutter wins no permanent advantage over the up-to-date salesman whom he expects to follow him in a few days.

Woman at the Head.

The following from the Grand Rapids (Mich.) *Herald* of a recent issue, is interesting as showing that the active and enterprising women of America are advancing their way into positions of business responsibility, as they already have won recognition in the field of literature and art:

Beginning tomorrow morning, the Bissell Carpet Sweeper Co. will go under the direction of a new management. Charles B. Judd, who has had the management for a number of years, is in such poor health that absolute rest is required, and freedom from all business worry. Mrs. M. R. Bissell will assume the care of the business, assisted by Maurice Shanahan, the treasurer of the company. This will not be in any sense a venture on the part of the company, as Mrs. Bissell is not a stranger to the duties that will be demanded of her in her new capacity which she has assumed. Ever since the death of Mr. Bissell, her husband, she has served as president of the concern, and instead of any decrease in the business done, their output has steadily increased, until the Grand Rapids Carpet Sweeper is known in the world's market. In the early days of the business, when it was a comparatively new venture, the part which Mrs. Bissell played was by no means an unimportant one. And she, in those days, proved herself to be a woman of superior talents for business. At one time she was the representative of the company on the road, and her sale of the first lot of sweepers to John Wanamaker, of Philadelphia, was the first introduction of the machine in the East, and probably paved the way for the enormous demand that comes from that part of the United States at the present time.

When the time arrived when her help was no longer needed in the business, she retired to home life and began as vigorous a work in a larger number of benevolent and charitable causes as that which she had conducted while in the world of commerce, and to-day the city of Grand Rapids has many reasons to thank Mrs. Bissell for her work in behalf of the poor and unfortunate.

Probably the best monument to the generosity of Mrs. Bissell is the Bissell House, which was founded a short time ago.

The illness of Mr. Judd, which has occasioned the present change, is causing his friends a great deal of anxiety. He is at present in Florida, and will remain there until spring, when he will return only to go from here to Germany to take the famous Manheim baths, which are expected to afford relief. Most of all he needs entire rest and quiet, and the relief of the care of the great business which he has been conducting is hoped to contribute to this end. Mr. Shanahan says that the business of the company is in excellent shape, and the prospects for the future were never better.

Russell & Erwin's Election.

At a recent meeting of the Russell & Erwin Mfg. Co., the following gentlemen were unanimously elected for directors during the coming year:

William G. Smythe.
George J. Laighton.
Louis H. Wales.
Andrew J. Sloper.
Frank L. Hungerford.
Frederick N. Stanley.
Daniel R. Howe.
Robert W. Parsons.
Frederick P. Wilcox.

During the recent bicycle show in New York, the Olive Wheel Co., of Syracuse, N. Y., was quite well represented in connection with the National Cement & Rubber Mfg. Co., Toledo, Ohio. The following representatives of the Olive Wheel Co. made the Toledo concern's headquarters their home most of the time: C. Arthur Benjamin, C. J. Batchrie, Henry Trebert and Geo. N. Jordan.

The Sportsmen's Show, under the auspices of the National Sportsmen's Association, has been extended three days, making the dates March 2nd to 15th, Sunday excepted, at Madison Square Garden, New York.

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As To Dating Ahead.

The subject under consideration is the practice of selling and shipping a bill of goods, say January 1, and dating the invoice March 1, terms say sixty days from date. How and why did this practice originate? The habit of dating ahead came upon business men so insiduously that it is hard to tell exactly when they found themselves laboring under the impression that dating ahead was essential to the commercial life of the customer, and that the customer demanded it. In time, however, observation showed that the customer was not being benefited by the custom. Practical experience proved that it was injuring him. If an investigation were to be instituted it would demonstrate that the desire for dating ahead did not originate with the customer, but instead is something that he was persuaded into adopting.

The salesman was about to miss getting an order, notwithstanding the fact that he had priced the goods lower than usual. The customer urged that he did not want the goods and saw no use in having them upon his shelves, exposed to dust and risk of loss by fire and theft. The salesman said: "That is all right. You will need them. I'll tell you what I'll do. I'll ship them now, date the invoice sixty days hence, and give you sixty days from that date. You'll gain the reputation of carrying a better stock than the merchant across the street and besides you can sell your goods on longer time than your competitor, because you can buy them on better terms. We have an immense stock and are crowded for room, while your store looks sort of empty."

The salesman's statement and offer were something new to the retail merchant. When he thought the proposition over it became irresistible. It appealed to the weakest spot in a business man's make-up. In fact, it aroused in him the propensity, the operation of which kept Diogenes from finding what he sought. The salesman presented what appeared to the customer to be an opportunity to get the advantage of his neighbor. Accordingly the bill was bought, the goods were delivered, the invoice was dated ahead and all was well, apparently.

Is it surprising that harm should grow out of evil? Is it not surprising that any of us should expect good to come from that which we know is bad? If at night we raise our hearts in worship to the Being whom we say and believe is almighty and all-wise, why in the morning do we try to prosper by doing what He has discouraged and forbidden? If consistency were the only jewel beauty would go unadorned.

Merchant No. 2, across the street, buys his goods from the competitor of the salesman whose little speech to Merchant No. 1 has been recorded above. The salesman of this competitor comes along after awhile and meets Merchant No. 2, who has heard that Merchant No. 1 got four months on a sixty-day bill. Salesman No. 2 is told by Merchant No. 2 that he must have just as good terms, and so it is arranged. From little incidents of this kind it soon gets abroad that merchants in general will not buy unless invoices are dated ahead —J. T. JENKINS.

Mica Mines Becoming Exhausted.

"There are between 250,000 and 300,000 pounds of mica used in the United States annually," said a wholesale dealer in that mineral in New York to a writer for the *Washington Star* recently. "North Carolina, New Hampshire and other States once supplied all the mica used in this country, but so extensively has the material been utilized in the last ten years in various arts and mechanical trades, that many of our most productive mines have been pretty nearly exhausted. The consequence is that about 55 per cent. of the material is now imported from Norway, Sweden and Russia, and the expense incident to shipping it to this country has raised the price of the article 20 per cent. The wholesale price for mica at present varies from $1.20 to $25 a pound, according to the size and quality of the sheet, and a still larger advance may be expected if new American mines are not soon discovered.

"The material is largely used in the arts for spectacles and optical instruments, especially for holding small objects for examination through a microscope. It is also used, when finely ground, for making bronze powder. Sheet mica is used, as is well known, instead of glass in places exposed to heat, such as reflectors, headlights and stove and lantern lights. On naval ships it has taken the place of glass in portholes, where it is not easily fractured by the discharge of heavy guns.

"The working of a mica mine is a comparatively easy and inexpensive process. Sheets of the silicate stand in upright ledges, and, when uncovered, are easily separated from the adjacent rock. Then with hammers the splitting up of the strata is accomplished without much trouble. Blocks yielding sheets two and two and a half feet square have often been quarried in New Hampshire. 'Scrap' mica is gathered in the mines in great quantities, much of it being the debris left where the sheet mica has been broken by the picks in cutting it out. It is ground up for use in varnish and paints and makes a glittering coating for wall paper. It is worth from $5 to $25 a ton."

How Emery is Quarried.

Co-operators may be pleased to know that among the few trades of the world in the hands of the laborers is that of the emery quarryman. Emery comes from the Island of Naxos, in the Eastern Mediterranean, whence it has been exported for the last two centuries or more. The beds are in the northeast of the island, the deposits descending into some of the neighboring islands, the emery being found in lenticular masses, resting on layers of schist in limestone, almost identical with Parian marble, the finest marble known, which comes from the Island of Paros, close by. There are about three hundred men engaged in the trade, all of whom have to be married before they are admitted to the fraternity. The material is much too hard to be dug out, or even blasted. Great fires are lighted around the blocks till the natural cracks expand with the heat, and levers are then inserted to pry them apart. This system is continued until the blocks are reduced in size to masses of a cubic foot or less, and they are then shipped as if they were coal. There are said to be 20,000,000 tons yet available at Naxos, and the last reported year's export was 3950 tons. It is one of the hardest substances known.—*Ironmongery* (England).

The Howard Iron Works, Buffalo, N. Y., founders and machinists, who are well known the country over, have passed into the hands of a new management, which has reorganized the old concern and is pushing the goods of their manufacture with a great deal of enterprise and energy. These goods consist of vises, bolt cutters, paper cutters, pulleys and shafting. The old concern furnished a splendid business foundation, and with the new life blood that has been infused into the management, the success of the past will be greatly increased and advanced in the future.

Chas. M. Hall, the popular and good looking hustler for the National Cement & Rubber Mfg. Co., Toledo, Ohio, rolled in home one day last week from an extremely successful trip through the East, and remained long enough to say "howdy" to a few of his friends, and then started on a three weeks' Western trip, which will take in St. Paul, Omaha, St. Louis, Minneapolis and other points of importance.

HARDWARE costs only One Dollar a year.

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THE NEWS FROM NEW ENGLAND.

WHEN ALL HARDWARE WAS IMPORTED.

In these days, when the roar of machinery and the smoke of countless factory chimneys throughout the land give constant evidence of the enormous output of our industries, it is hard to realize that, within the memory of man, all Hardware was imported, and yet such is the case.

There lives in Boston to-day, a gentleman, William A. Saunders, now in his eighty-second year, who for many years was prominently associated with the Hardware trade. His business career commenced with Lane & Read, at No. 6 Market Square, in 1832, at $100 per annum. He continued with them until 1841, receiving $500 per annum for the concluding two years of his service with them. After leaving them, he went into business for himself at No. 29 Merchants Row, and continued until he retired.

In the leisure time of his private life since retiring he has amused himself by writing his recollections of the trade in former years, and this embraces not only his personal experiences, but many incidents, which were discussed in his hearing as a boy by his elders

Speaking of his elders in the business, Mr. Saunders says: "Old Sam Bradley," as we irreverently called him, called at our store very often, and talked much of the Hardware business before and during the war of 1812. Bradley was a good authority, being a large importer before the war. He was very proud and high tempered, and his black eye would almost pierce you, especially if you differed from him, as the hard pull to my store door would often evidence. His advice to me in the first week of my business was not exactly after the Golden Rule. "Be a Turk, young man," he said, "be a Turk, or you will fail in a year." Owing to the dullness of business during the war, he struck outside of his line, and bought indigo for a war rise. Coming down State Street one Sunday morning, he saw a fresh bulletin announcing the arrival of the *Brattle* and peace. There was no peace for him, however. He was ruined. Debtors fared hard in those days. He was arrested and put in jail. The first meal brought to him by the jailer—a dish called skillery—he dashed in the man's face, adding that if he had had his fowling-piece he would have shot him.

Mr. Saunders mentions about seventy-five different firms known to him in Boston in the '30's, adding that all of them imported their goods and had the sign over their doors, "Importers of Hardware and Cutlery."

For several years after going with Lane & Read they did nothing in powder and shot; but their large business as importers of fine guns and accoutrements eventually led to their importing fine grades of sporting powder from Thetford, England, and from Germany. After a few years, however, the American article superseded the foreign, the Dupont company's product being considered very fine. The shot tower companies of the South and West supplied the large demand for their lines.

Mr. Saunders mentions the early days of the match, the first American invention of this kind being named Loco-Foco, a slang name for the Jackson party, then in power. The older boys at Lane & Read's, he says, were allowed to sell these to their country customers, packing them in the boxes with Hardware, and making a little profit on them for pocket money, until the "inveterate peddler" ended their trade.

At this time everything that could be connected with the Hardware trade came across the water, excepting what the "village blacksmith" could supply—perhaps a few nails and similar articles—but for the most part even the clumsy wrought nails used in building were imported.

Lane & Read did a large business with country traders in Massachusetts, Maine, New Hampshire and Vermont, supplying everything in the Hardware line, including pins and needles of all kinds, ladies' and wooden combs, candlesticks, snuffers and their trays, table trays, teapots, fire dogs and andirons, bellows for parlor and kitchen, an abundant supply of knives, forks and spoons, iron-bowed spectacles, sad irons, pans, kettles, etc., etc.

For packing purposes, the boys in the store were instructed to buy all available empty sugar boxes, tea chests and lemon boxes that could be found. These were scraped and packed away till required.

"Our country customers came only twice a year—March and April in the spring, and September and October in the fall. They put up at the 'taverns' for about a week, and just before taking the stage or schooner for home, called for their bills; gave a note 'on demand,' which then meant *when convenient;* paid an installment on or possibly the whole of the old note; and so on indefinitely. The four-horse covered country wagons which had brought loads of products, called around with their 'pilots' for the packages of Hardware, crockery, dry goods, etc., to carry home."

Lane & Read alone supplied the famous merchants of Salem with the class of goods needed for their ships on their long voyages up the northwest coast of America to trade with the Indians. These articles were principally cheap, small, showy axes imported in casks, black stock, poor-enough guns, covered with bright-colored tinsel ornaments, beads of all colors, showy snuff boxes, little dashy looking-glasses in boxes of thin wood, and other trinkets to catch the eye of the Indian.

Before the days of ranges and boilers, set for washing, there was a constant demand for brass kettles. Each bill of goods included a nest of them, varying in capacity from four quarts to six pails. They were imported in long, tapering casks from Germany, without bails or rims. These were put on by brass workers here.

Lane & Read were fortunate friends in every way to the pioneer, the first Oliver Ames, the grandfather of the former governor of Mass. They loaned him money, which he always needed, as the cost of trip hammers and other machinery absorbed the profit as fast as he realized on his goods. The quality of his products was so good, however, that he secured a great reputation, followed by a large demand from the South. The only transportation to those parts as well as to New York and Albany was by water. Mr. Ames' son, Oakes, assisted in the management. and afterwards became most prominently associated with the first transcontinental railroad.

Another branch of the Hardware business was in supplying ships for foreign voyages with muskets and cutlasses. This was in the days of pirates and "outlandish seamen," and before the invention of the revolver.

The youngest boy at this time had to do much menial service. He must go to the master's house for the keys of the store, early, before breakfast, however distant (in my case a mile or more); then to the store, take down and in the shutters, and again put them up at night, sweep the store, dust the shelves of goods, make the fires, wipe the mahogany desks with an old silk handkerchief, see to the pens and ink, etc. All these chores done, if your master

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had arrived, you might wash and go to breakfast. Upon your return, fill and trim the tin store lamps, and prepare the stove kindlings for the next morning. Then work around, ready for errands or anything else, as directed. What would the young men of to-day say to this, with porters and men to order about as they wish?

Mr. Homer, of Homes & Homer, told me that when screws were first substituted for the blacksmith-made iron nails for wood work, soon after the Revolution, they were imported in bulk and sold by weight, or put up in grosses by the apprentices to employ their leisure time. The screws were poor enough, but would wear their way into wood just as far as the awl point had reached. Years later they were improved upon; but it fell to the good fortune of a Rhode Island Yankee to ask himself, as he saw a carpenter using a gimlet to make way for the screw, 'Why not have that gimlet point on the end of the screw itself?' The answer was a fortune to himself and others. In a short time an end came to the English screw business.

It was a marked characteristic of our English cousins, until perhaps the last generation, to oppose all change or alteration in the style of their manufactures. Take, for instance, their auger—a thick-edged article with one lip. How they managed to bore with such a tool, I do not know. They must have gouged a small hole first; and to continue even then was awkward enough. As a curiosity, I saved one for years, and then sent it, with many other ancient tools, to the Manual School Museum. I think the auger with a screw on it was an American invention. They were made in Plymouth County by a Mr. Cushman, and I remember to this day the codfish aroma from the boxes in which they were packed. In 1844 an ingenious tool and steelyard maker got up a pattern of a balance with a real steel bar, that would balance and work accurately. At this time we imported largely the Collins steelyard. The new American balance was much better, but costly, and I attempted to have them made in England. An accurate description was sent, and then a sample; but I got in return the regulation English article. 'Their grandfathers never used this foolish Yankee article, you know.'"

Mr. Saunders then follows with a full description of the store of Lane & Read and its stock and arrangement. Many articles mentioned are now obsolete, and are only remembered as being associated with pioneer days, such as warming pans, porringers, water scoops, Banbury locks with wood frames, copper powder flasks, shot belts, gun flints, tinder boxes and steels, hand made English "G" horse nails, 6d., 8d. and 10d. nails, iron candlesticks, snuffers and trays, Norfolk latches, ink powder, letter wafers and blotter sand, writing quills, steel watch chains and keys, muskets for whaling and merchant ships, etc., etc.

Altogether, Mr. Saunders' memoirs form an interesting account of the conditions and difficulties under which business was conducted in early days, and will be much prized by his successors in business as a history of the firm. The present firm of William Read & Sons, Boston, was founded by Mr. Read, of Lane & Read, who were pioneers in the gun trade of America, and has continued under the same name up to the present time. William Read, who is now at the head of this well-known firm, is a son of the founder, the business having had only two heads in the seventy odd years of its existence.

BOSTON CYCLE DEALERS' PROTECTIVE ASSOCIATION.

A number of the prominent jobbers of bicycles and bicycle parts of Boston, have formed an association under the above name. The object of the affiliation is primarily to protect the members against the numerous small dealers of no standing or credit who hitherto have been able to obtain goods without furnishing satisfactory guarantees, and whose intentions have apparently been to allow the jobber to shoulder the loss if such there proves to be at the end of the season.

The membership now includes seventeen concerns in and about Boston, but the intention is to embrace all of New England and New York if possible. At a recent meeting the following officers were elected: J. Frank Scott, Boston Cycle Supply Co., president; Albert King, Brown & Wales, secretary and treasurer and financial agent pro tem.; Daniel S. Pratt, Elastic Tip Co ; W. S. Atwell, William Read & Sons, and Joseph A. Cushing, John P. Lovell Arms Co., as an executive committee for the next three months.

A further object of the Association will be to maintain a standard of prices, and to blacklist those manufacturers whose practice it is to solicit the retail trade.

OLDEST BUSINESS HOUSE IN NASHUA.

This year, 1899, is the seventy-fifth anniversary of the establishment of Clark's Hardware store. It was opened by the Nashua Mfg. Co. in 1824, was thirty-six years in a building on the present site of Beasom's building and thirty-nine years at its present location in Nutt's building, corner Main and Park Streets. We believe it is the senior business house of this city: Nashua Co., 1824 to 1826; Isaac Spalding, 1826 to 1837; Kendall & Gould, 1837 to 1840; N. Kendall & Co., 1840 to 1843; Munroe & Taylor, 1843 to 1846; Charles H. Nutt, 1846 to 1889; John H. Clark, the present owner, since 1889.

The latter is, in every sense of the word, an up-to-date merchant who keeps abreast of the times, and who believes in modern methods. He is a prominent member of the New England Hardware Dealers' Association, and seldom misses the opportunity to attend the monthly meetings in Boston. At the last annual election of officers Mr. Clark was selected by his associates as one of the directors for the present year. F. A. CATON.

Boston, February, 1899.

New Members of the Hardware Club.

At the regular meeting of the board of governors of the Hardware Club of New York, held on February 17th, the following gentlemen were unanimously elected to membership:

Frederic E. Underhill; Underhill, Clinch & Co., No. 94 Chambers Street.

Lloyd Collis; Tubular Dispatch Co., No. 154 Nassau Street.

Isaac G. Johnson, Spuyten Duyvil, N. Y.

William H. Coldwell; Coldwell Lawn Mower Co., Newburgh, N. Y.

Benjamin F. Taylor, No. 253 Broadway.

F. Joseph Duffner, No. 413 Penn Avenue, Pittsburg, Pa.

Ferdinand Baumgard, No. 193 West Street.

The annual meeting of the Hardware Club of New York will be held on Saturday, March 18th, at 12 M. The usual annual reports will be presented, and one or two proposed amendments to the constitution are to be acted upon. A nominating committee has been appointed to select five governors to fill the vacancies which will occur in March, 1899. The following gentlemen have been chosen for said committee: William G. Smythe, chairman: William P. Mason, Robert Sickels, Thomas H. Taylor and Frederick G. Draper.

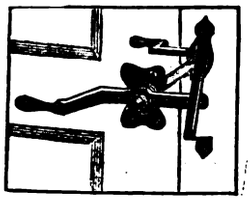
Americans sell clothespins practically everywhere—all over Europe, in South Africa, South America, Australia and elsewhere. Some clothespins are made for the supply of local markets, in Sweden and in Scotland, but they are big and clumsy pins, twice the size of the Americans, and whittled out by hand, and American pins are sold in both these countries in competition with the home production. Clothespins are made chiefly of beech and of maple; some are made of tupelo wood. They are made entirely by machinery, counted into boxes, containing 720 each, by machinery, and the boxes are nailed up by machinery —*Ex.*

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NEW GOODS AND SPECIALTIES.

Refrigerator Door Fastener.

With this issue we have the pleasure of bringing to the notice of the trade a novel Refrigerator Door Fastener, manufactured by Bernard Gloekler, Nos. 1127 to 1133 Penn



Avenue, Pittsburg, Pa., patented January 20, 1891. The illustration, No. 0, is a size especially adapted to cold storage plants and extra large refrigerators. The lever is 16 inches long over all, and the spindle is long enough for a door ten inches thick. This style is made also in a smaller size, No. 00; length of lever, ten inches; suitable for doors as large as 3x6 feet or ordinary sizes. The spindle is suitable for six-inch thickness of doors or under. There are also three sizes which operate on the outside of the doors only. They are easily applied, requiring no hole through door or wall. All sizes have the advantage of forcing doors open, by reversing the lever it passes down the outside of keeper from the top. They are durable, being made of malleable iron and heavily tinned. They can also be had in polished brass or nickel plated in iron or brass. The tinned is the most popular and most serviceable in the large sizes especially. They are already in use in many of the largest cold storage houses, breweries, etc., with the best of satisfaction. An illustrated price list will be mailed upon application to above address.

The Lane Elevator Door Hanger.

The accompanying cuts illustrate a new style of Hanger which Lane Brothers Co., Poughkeepsie, N. Y. are just placing upon the market. It is designed especially for use on passenger elevator doors. It is said that at present hangers for this purpose are usually selected from some of

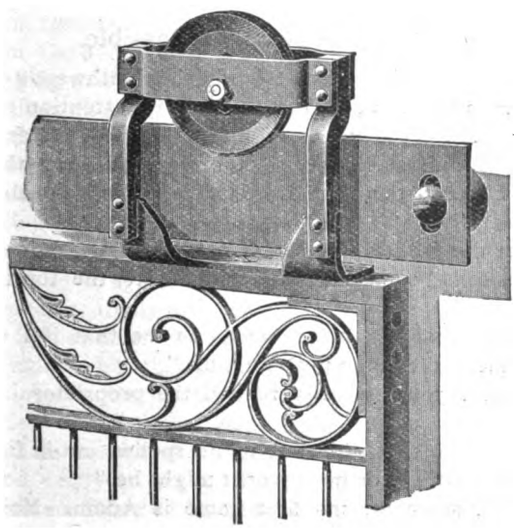


FIG. 1.—THE NEW HANGER.

the numerous styles of parlor or house door hangers, which it is claimed are not well suited for this use, for various reasons. One of the most potent causes of trouble is the fact that the loose or adjustable parts of the hanger wear abnormally on account of the slamming of the doors. As will be seen from the illustration, the hanger in question has a solid steel frame that has no joints or loose parts, and it is fitted with a ball-bearing wheel. Particular attention is called to the great amount of use to which such hangers are subjected, and the necessity of thorough dura-

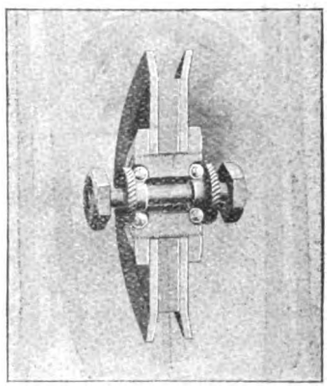


FIG. 2.—A SECTIONAL VIEW OF THE WHEEL.

bility. We present a sectional view of the wheel and bearing used in this hanger, which is the same as that supplied with the company's Ball-Bearing Parlor Door Hanger, and it is claimed that the cups, cones and balls are made in the best possible manner. The track is supported at the ends only, thus reducing to a minimum the work connected with erection. The adjustment is accomplished by means of the track.

The Universal Sharpening Machine.

John Chatillon & Son, Nos. 85 to 93 Cliff street, New York city, are placing upon the market with great success the Universal Sharpening Machine, which is here shown. In Fig. 1 is seen the Hand Power Machine, for household and general use. In Fig. 2 is shown the Foot and Steam Power Machine, for packers, tanners, butchers, farmers, hotels and restaurants. The machine itself, with the meth-



FIG. 1.

od of operation, can clearly be understood from an examination of Fig. 1. In regard to these machines the manufacturers say: "These machines are practical, based on correct mechanical principles and have reached their present state of perfection after many years of experimenting. We manufacture these machines for sharpening cutlery of

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all kinds, razors, surgical instruments, &c. The machines form the most perfect cutting edge and sharpen with great rapidity. They are simple in their construction, so that it requires no skill to use them." They further say that the grinding wheels can be replaced at a nominal cost, and that one machine will last a lifetime. The further directions as for use are given: "To sharpen the knife, place it

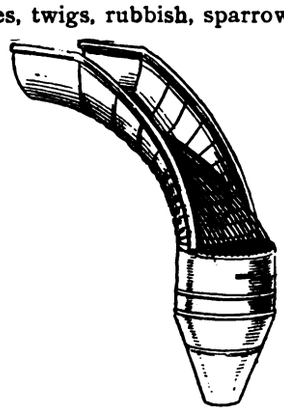


FIG. 2.

in the guide-jaws and pull it entirely through, uniformly and steadily, at the same time turning the grinding wheels rapidly. Draw the knife completely out and repeat as often as necessary to sharpen perfectly. Wheels should be used dry; should they become too smooth to cut freely, rub them gently with rough emery cloth and afterwards with fine emery cloth. Machines are set properly for use when sold. Reset occasionally to allow for wear on wheels. To set machine for use, loosen the thumb screws and lower the arms. Then put on the gauge with the projecting pin upwards and raise the arms until the grinding wheels touch the pin on the gauge and fasten the arms with the thumb screws. Be sure that both the wheels touch the pin firmly so that the wheels lap before fastening the arms. Then take off the gauge. Oil shafts of the machine occasionally so that it will run smoothly."

Eave Trough Screen.

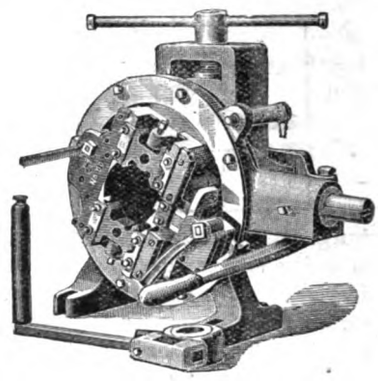
Neville's Eave Trough Screen, here shown, is manufactured by Edmund Neville, Dixon, Ill. It is intended to prevent all leaves, twigs, rubbish, sparrows, etc , from en-



tering the down spout, thereby rendering the trough self-cleaning. The illustration shows its method of application.

A New Pipe Threading Machine.

A new machine which has just been placed on the market by the Armstrong Mfg. Co., of Bridgeport, Conn., is shown in the accompanying illustration. It is built on the same general plan of some smaller machines manufactured by the company, but it has some important modifications. The new machine will thread pipe from one to four inches in diameter. It uses the regular Armstrong stock dies, which are put into the machine and adjusted in the same manner as the hand stock. The dies can be opened after cutting the thread, and when the pipe is removed can be locked back to the standard size without resetting. This is accomplished by an automatic locking device which is operated by simply pulling a lever. This lever is an improvement over the old form of machine, and is shown at



the left of the illustration. The dies, however, can be adjusted to the variations of fittings the same as in the stock. All the gears and moving parts of the machine run in oil, being enclosed in a chamber which covers them from chips and dust. The die head has no teeth on the part where it fits into the shell and forms a bearing, in this way preserving its bearing surfaces and making it impossible to get loose. In addition to this bearing being preserved by not revolving on top of the gear teeth, there is an inner journal of large diameter, thereby still increasing its wearing surface and preventing the die head from becoming loose. A powerful self-centering vise, which exerts its power on the center of the jaw and not on the side, is used with this machine, and will hold the pipe being threaded with a light pressure of the lever. The construction of the machine admits of its being fastened to a bench or placed on an iron stand, which is furnished when desired. The machine here shown is designated as No. oo, and has a cutting-off attachment for cutting pipes the same as the Armstrong Co.'s larger machines. The total weight of the new machine without the stand is 370 pounds.

No Improvement Possible.

Down in a thriving iron town in the Southwest a touring wheelman found need for the kindly attention of a repairer. Inquiry soon caused him to learn of an expert in that line, and seeking his shop, he read over the door thereof the legend, "A. Swindle, Cycle Dealer and Repairer."

After the job had been completed, and the price therefor was found to be extremely moderate, the touring one said:

"Pardon me, sir, but it seems to me that if I were in your place I'd change my sign a bit."

"Would you," wearily replied the proprietor. "How so?"

"Well, I'd have the first name spelled out in full—Arthur, or Andrew, or whatever it might be."

"Well, stranger, my first name is Adam. Now what would you do?"

But the advice giver had not a word to say. The facts didn't warrant anything further being said.—*The Wheel.*

Guantanamo, Cuba, on a railroad 15 miles from the bay, has 7000 people; is cool in winter and very warm in summer.—*Exchange.*

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MINNESOTA HARDWARE CONVENTION.

The annual meeting of the Minnesota Retail Hardware Dealers' Association was held at Market Hall, St. Paul, Minn., on February 8 and 9. The attendance was large, and a great deal of enthusiasm was displayed by the members. The president, Charles F. Ladner, introduced Mayor Kiefer of St. Paul, who delivered an earnest address of welcome, after which the president delivered his annual address, as follows:

After a year of hard wrestling with the duties of business life, we again meet to review the work of our association and to consult and deliberate together how to make the present year one of still greater profit to us, both individually and as an organization.

When our convention adjourned last year the work of perfecting the Northwest Retail Hardware Association had not yet been completed, but a committee had been appointed to meet like committees from Wisconsin and North Dakota for the purpose of perfecting such an organization, and immediately after the adjournment of our convention they met, drafted a set of bylaws and resolutions, which were in due time approved by their local associations, and thus the Northwestern Retail Hardware Association, comprising the States of Minnesota, Wisconsin and North Dakota, with a joint membership of over 700, became established.

That this consolidation of the interests of the Hardware dealers of these three States has been beneficial to all, no one will question; and we hope before long to be able to add other States to our organization. The State of Iowa, which organized late last summer, are holding their first meeting to-day, and one of the points they are discussing is whether or not they will join their interest with ours. And, should they decide to do this, ought we not to bid them welcome and receive them with open arms? Just as much as we grow in numbers and territory, just that much will our influence grow, and just that much more respect and recognition can we demand.

Inquiries regarding the work of our association call for copies of our constitution and other printed matter have been received from a number of States, and some even from Canada, which all goes to prove that the leaven is working and that our plan is watched with keen interest all over this broad land; and I have no doubt that, if we are faithful to the trust we have imposed upon ourselves, before many years the work we have started in such a small way will result in the organization of a national association of retail Hardware dealers which will take in every State in the Union.

This is an age of consolidations, combinations and trusts. You can scarcely take up a daily paper and not read about the formation of one kind or another, and within the last six months has this been especially the case with the formation of such that have a direct bearing on the Hardware trade. This one fact alone ought to be sufficient to make retailers realize the necessity of organizing, and thus to stand ready to meet, if necessary, the new conditions which are likely to be brought forward by these different combinations.

Now, as to the work that we should take up in addition to that already in hand, I would suggest:

First. That some action should be taken by which a united, vigorous onslaught would be made on the work of the so called steel range peddlers. They have invaded different parts of the State again this year, and with the persistency with which they work are no doubt doing the regular retailer a good deal of harm.

Second. Another subject I would like to call your attention to is the agitation now going on in different parts of the country against the exorbitant charges of express companies. We ought to lend this movement our full support, for often does it not happen that we need some article of repair or merchandise in a hurry, and oftentimes find the cost of carrying the same by the express company to five or ten times exceed the original cost of the article itself?

Third. As the legislature is now in session another and most important subject will require our attention, and that is the passage of such laws most beneficial to ourselves, and which at the same time are just to those we do business with, be they professional men, farmers, merchants or laborers. There has lately been formed in this State an organization called the Minnesota Business Men's Association, which, I believe, has the one purpose in view to better the condition of the business interests of the State through proper legislation; and I would suggest that we co-operate with them in everything that would be of mutual benefit to both of us.

I desire again this year, the same as last, to express my sincere thanks to the traveling salesmen for the good work they continue to do in our behalf, and only hope that our members will appreciate their work and encourage the same by giving them all the business they so richly deserve.

The first thing in order was the election of officers and committees, and the result was as follows:

President, James E. O'Brien, Cookston; Vice-president, J. W. Berg, Little Falls.

Executive—T. C. Holmes, Austin, First congressional district; Joseph Mason, St. Peter, Second; J. R. Cosgrove, Le Sueur, Third; Albert A. Marzdolf, St. Paul, Fourth; H. P. Gardner, Minneapolis, Fifth; G. W. Wells, Duluth, Sixth; O. H. Myron, Ada, Seventh.

Mutual Fire Insurance—A. C. Hatch, Battle Lake; P. L. Norman, Montevideo; B. W. How, Sauk Center; J. W. Berg, Little Falls; O. A. Bishop, Blue Earth City.

Press—A. T. Stebbins, Rochester; G. W. Wells, Duluth; S. R. Nelson, Owatonna.

Nominating—John Smith, First congressional district; G. M. Evenson, Second; W. H. Tomlinson, Third; John Schelck, Fourth; C. F. Stremmel, Fifth; L. E. Wakeman, Sixth; Frank Hunt, Seventh.

Resolutions—T. H. Caley, Princeton; S. M. Davis, Minneapolis; George A. Parmlee, Rochester; G. W. Wells, Duluth; W. H. Tomlinson, Le Sueur.

A paper on "Advertising" was read by W. W. Evenson, of St. Peter. His suggestions were timely and practical, showing that he had made a personal study of the matter.

A paper on "Our Duty to Jobbers and Manufacturers," was read by E. A. Move, of Duluth; and one on "Local Competition" by P. L. Norman, of Montevideo; one on "Relation of Trade Papers to the Dealers" by R. R. Williams, of the *Iron Age*, of New York; one on "Combinations and Trusts" by E. H. Loyhed, of Faribault; one on "Organization and Membership" by J. E. O'Brien, of Cookston.

The report of Secretary Clark was then presented and the following extracts are taken from the same:

It is the duty of the secretary to make a report of the

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work done by him and to chronicle the progress of the association during the past year. For this purpose I shall have to go somewhat into detail. It is also proper to state that this report covers what was done under the auspices of the Northwestern, as well as the Minnesota association.

The first work done was to finish up the business of the first annual meeting, sending out membership cards and an invitation to members to pay their dues; next selecting an office in Minneapolis, and removing thereto February 25th. On the 27th a special letter was prepared and sent to members urging them to assist in obtaining new members. Preparing the report of the annual meeting for publication and mailing a copy of same to every dealer in the state required considerable time.

The formation of the Northwestern association having been completed, and a set of resolutions adopted, a copy thereof was sent every member in North Dakota, Wisconsin and Minnesota. It was decided by the executive committee to prepare a new "list." This was done at considerable expense, and much time was consumed in completing the same, but the result justified the means.

The influence of the Northwestern association was very evident from the start. Many jobbers and manufacturers who had previously ignored us were very glad of the opportunity to join the procession, and as the result this new "list" contained more than double the number of firms reported "favorable" than did the one issued by the Minnesota association four months previous. The total reports therein was over 600.

A letter to non-members was prepared and sent to all in the state, again soliciting them as members. A copy of the "proceedings" and application was enclosed.

A circular pertaining to Northwestern association matters was prepared and sent out.

To the jobbers and manufacturers who were reported "favorable" a letter was sent asking them to co-operate with us as against those reported "unfavorable," together with the new "list" and a copy of the Northwestern association resolutions for their information. A few very nice letters were received in reply, promising hearty support.

March 18th, 20th and 31st other circular letters were sent members, also jobbers and manufacturers. April 15th a second letter on co operation with jobbers and manufacturers was sent out.

The funds of the association being low, the second request for dues from delinquent members was mailed on May 1st.

May 15th a new "list" was completed and mailed to members in all states. The new "list" proved very effective, making it necessary on June 5th to send out the first "change sheet." This contained seventeen "favorable" reports. June 16th the first meeting of the executive committee was held in the office of the association, in Minneapolis, the members present being C. F. Ladner, C. F. Stremel, J. P. Watson, J. E. O'Brien, Charles Schleck and W. H. Tomlinson. Meeting called to order by President Ladner at 1:30 P. M. This sessions was a busy one for the committee. Many questions of importance were discussed, and the secretary advised thereon. Secretary was instructed to prepare joint expense account to June 1, 1898, and send to the presidents of the North Dakota and Wisconsin associations. At 5:45, motion to adjourn carried.

On June 24th special letter to delinquent members was sent, giving notice that all dues unpaid July 1 were subject to draft. About one-third acknowledged receipt and remitted their dues. This left 101 still in arrears, so on the seventh day of July drafts were drawn on them and about forty of these were honored. This proved rather expensive, the cost of draft, collection and remittance of three dollars being often as high as thirty-five cents.

By August 1st the second "change sheet" was ready. With this was sent a letter requesting members to report all catalogue and department stores in the state.

On the 8th of August the secretary began soliciting membership. The most populous part of the state having been visited last year, the work was not so readily accomplished, the towns being further apart and containing a less number of dealers, but I found it much easier to secure them as members than the year previous. This work took up all the time to October 15th, with the exception of state fair week and the time consumed in sending out "change sheet No. 3" on September 23. The whole time on the road was twenty-seven days and nights, in rain or shine, heat or cold, on foot, by bicycle, teams or cars. Fifty-six towns were visited. In forty-three of them forty-seven new members were obtained and in each and every case where delinquent members were met the dues were collected. This work necessitated traveling over 2,100 miles. Total expenses incurred, $114.08; total collections, $261.00, leaving $146.92 net above all expenses.

A telegram was ordered sent to the Iowa Retail Hardware Dealers' Association, which was in session at the same time, as follows: "Though miles of ozone lie between us, our purposes are one. Though the mercury is depressed, our enthusiasm is correspondingly elevated. May success crown your work."

On the mornlng of the 9th, the jobbers and manufacturers, who were present at this gathering, joined hands with the retailers and had an old-fashioned experience meeting. The entire forenoon session was given up to fraternal advice and suggestions, and much pleasant feeling was engendered as a result of the gathering. The newly elected president of the retail association, James E. O'Brien of Crookston, occupied the chair.

Representatives from the leading Hardware establishments of the state participated in making suggestions and giving advice for the benefits of both sides. R. A. Kirk, of the firm of Farwell, Ozmun, Kirk & Co., of Minneapolis, made one of the most timely addresses. Among the other speakers were C. W. Hacket, W. C. Dean, of Nicols & Dean; Horace M. Hill, of Janney, Semple, Hill & Co., and H. C. Penfield, of the Minnesota Iron & Steel Co., Minneapolis; C. H. Pruden, of the St. Paul Stove Works, and C. C. Peterson, of Newark, S. D.

The election of G. S. Parmlee, of Rochester, as secretary, was announced as having been agreed upon by the executive committee.

A pleasant feature of the morning session was the presentation to the retiring president, C. F. Ladner, of St. Cloud, of a china clock and silver tea service. The presentation speech was made by A. T. Stebbins, who afterwards offered a resolution of thanks to Mr. Ladner for his untiring efforts toward the Association's success. This, of course, was adopted. Secretary Clark also received a figurative bouquet when the delegates gave him a rising vote of thanks for the excellent work he has performed in that trying position.

At the afternoon session only the members of the Association were allowed to be present. On motion of C. A. Moye, of Duluth, it was voted to hold the next annual convention in that city on February 7 and 8, 1900.

It was suggested by the chairman of the insurance committee that a committee be appointed to draft a plan for mutual insurance and submit it in detail at the next convention. It was thought best by the committee to appoint one member from each congressional district and four at large.

The Association is very much opposed to the contemplated move by the Western classification committee to raise the minimum carload weight on agricultural implements and vehicles and other goods handled by the retail Hardware merchants, and passed a resolution looking to defeat the plan. They are suited with the former minimum weight.

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P. G. Hanson, president of the Business Men's Association of Minneapolis, and Secretary Dingman, of the same body, spoke on contemplated legislation and a committee was appointed to attend to legislative matters in the Hardware interests. H. L. Cleveland, of Minneapolis, and A. T. Stebbins, of Rochester, are two of this committee.

The finances of the Association were never in better shape than at present, and the membership is rapidly growing.

A telegram received from the Iowa Retail Hardware Association congratulated the Minnesota merchants on the flourishing condition of their organization and predicted long life for it.

North Dakota Hardware Association.

The annual convention of the North Dakota Retail Hardware Association was held at Grand Forks on February 23. The attendance was quite large. President Kelley presided, and delivered an annual address, in which he declared that the membership was much larger than before and that loyal work was being done in every direction The annual report of C. N. Barnes, secretary, was also presented. Several papers of interest were read, and the following officers and Executive Committee were chosen for the coming year:

President, Clark W. Kelley, Devil's Lake.

Vice-President, H. B. Allen, Jamestown.

Treasurer, H. N. Joy, Hamilton.

Secretary, C. N. Barnes, Grand Forks.

Executive Committee—H. T. Helgesen, Milton; N. Halverson, Northwood; C. A. Reinhardt, Grand Forks; P. L. Pritchard, Fargo; H. F. Stehlon, Casselton; C. B. Cook, Gardner; J. L. Gale, Hunter.

The next session will be held in Fargo, and will occupy two days instead of one, as heretofore.

Kansas Organizing.

At a meeting of the retail Hardware dealers of Kansas at Topeka, some days ago, there were represented, either in person or by letter, about fifty of the most prominent dealers in the state. They at once proceeded to organize a state association for their mutual protection and advancement, and elected the following officers for the first year: President, Frank Rudy, of Paola; vice-president, S. J. Gilbert, of Arkansas City; secretary and treasurer, J. A. Cole, of Topeka; executive committee: A. Buckley, Parsons; C. W. Sington, Greeley; Solomon Landis, Hoyt; J. F. Berger, Anthony; W. S. Culver, Topeka.

The New Jersey Car Spring & Rubber Co., Jersey City, N. J., have issued a new catalogue of 'Rubber Mats and Matting which they manufacture. The catalogue is almost entirely given up to illustrations and descriptions, together with price lists of mats and mattings for a great variety of purposes. Illustrations are given of a variety of shapes and patterns of plain and monogram mats for floor use, corrugated stair treads, street car-step treads, carriage mats, table mats, coin mats, as well as a miscellaneous line for barbers, dentists and other uses. The catalogue contains forty-eight pages with sixty-seven illustrations. The company will be glad to send it upon request.

A valued subscriber asks us to obtain for him the name of the publisher of a book entitled "The Labor Exchange," issued by somebody who employs the title "Temple of Labor" as suggesting the publishers. We have been unable to locate this work, and we would be very much obliged if some reader could furnish us with the name of the publisher of the same.

Caiguaran, cedar, ebony, lignum-vitae, logwood, mahogany and redwood are abundant in Cuba.—*Exchange.*

An Association for Missouri.

A meeting of the retail Hardware dealers of Missouri was held at the Midland Hotel, Kansas City, on February 15, and after some discussion it was decided to call a convention of the retail Hardware dealers of Missouri, to be held in St. Louis on April 11 and 12, for the purpose of forming a State association.

A committee, consisting of J. W. Poland, G. A. Easterday, I. D. Cottey, B. F. Naylor and D. Thomas, were appointed to issue a call for this convention. That call has been issued under date of February 15, and the committee say: "Nearly every Western State has now an association of retail dealers in Hardware and stoves. It is considered desirable that Missouri should also have such an association, the advantages of which are so great in these days of close competition that it hardly admits of argument. A preliminary canvass has been made of a number of dealers in this State, and the replies have been so favorable that it has been concluded to issue this call for a meeting. At a preliminary meeting held in Kansas City, February 15, this committee was appointed and authorized to issue a call for a first meeting. Now, therefore, in accordance with such authority, we hereby call a meeting of the retail dealers in Hardware and stoves of the State of Missouri, to meet at the city of St. Louis on April 11 and 12, 1899, for the purpose of organizing a State association."

American Lanterns.

American lanterns are exported to all the countries of the world where lanterns are used. Many are sent to South Africa and to South America, to Australia and New Zealand, and some are sold in Asia. Few, proportionately, are sent to Europe.

Kerosene oil is now commonly burned in lanterns all over the world. There are no lanterns made nowadays for candles only, but there are exported to South America some lanterns made so that either candles or oil may be burned in them. These are provided with a candle socket which may be set down into the oil reservoir, the wick holder having been removed. By removing the candle socket and screwing in the wick holder the lantern is made ready to burn oil. Excepting railroad and other lanterns for special uses, substantially all the lanterns made nowadays are of the kind known as tubular, first introduced about thirty years ago, and now made in various modifications as to detail, the tubular part of the lantern being designed with a view to producing better combustion and a brighter light. The lanterns made for ordinary uses are produced in about forty styles.

The American lanterns are the lightest, the sightliest in appearance and the best adapted to their use, and they are sold cheaper than lanterns of equal quality produced elsewhere. There are large establishments in this country making lanterns only. It is probable that more lanterns are now exported from this country than from either England or Germany, and the exports of American lanterns are increasing.—*New York Sun.*

The T. B. Rayl Co., Detroit, Mich., make the following announcement under date of February 1, 1899: "We take pleasure in announcing to our business acquaintances that from this date we shall have associated with us Mr. Geo. A. Hamilton, as a member and director of the T. B. Rayl Co. Mr. Hamilton severs a many-years' connection with the Russell & Erwin Mfg. Co., of New York, to make Detroit his home, and brings with him an extended experience in builders' and manufacturers' supplies, which, with the continued services of our Mr. Paton and Mr. Mathieson, we believe will add greatly to our efficiency in attending to the wants of our customers, in these branches of Hardware."

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IOWA RETAIL HARDWARE DEALERS' ASS'N.

The meeting of the Iowa Retail Hardware Dealers' Association, held at Des Moines on February 8th and 9th, was a success in every sense of the word. Although the call for this gathering had been out but a short time, the attendance was large, and showed that 157 members had been enrolled, which number was increased to 260 before the adjournment of the gathering.

The meeting was held at the rooms of the Des Moines Commercial Exchange, and the first session was called to order at 2 P. M. on the 8th. C. W. Brelesford, of Villisca, acted as chairman. In the absence of the president, P. C. De Vol, his address was read by the secretary, from which the following extracts are made:

At our initial meeting a keen realization of the many evils from which we, as Hardware dealers, are suffering, and which might in many cases be mitigated by associating into a State organization, led to the call for our organization, and I am very much gratified indeed at the hearty response and active co-operation which is here manifest in the large number attending our first annual meeting, and in the fact that we have to-day enrolled more than 200 firms as members of our Association.

The great benefits which State Associations have already accomplished for their members make it absolutely certain that every State in the Union will be thoroughly organized inside of the next few years, and that we will have a National Organization to cope with the greater evils which State Associations cannot handle.

It is probable that some of the very large manufacturers of staple goods like hand saws, rifles, ammunition, etc., will pay but little attention to the complaint of a State organization that their goods are being offered by catalogue houses to our trade as baits at prices very little above the absolute cost to ourselves, but when these complaints are brought by a national organization and are backed up by the loyal support of the legitimate Hardware trade in the majority of States in the Union, these complaints and their redress will be a thing of tremendous moment to these manufacturers.

A thing of growing importance, which I consider it wise to refer to again, is the question of combined carload shipments by neighboring Hardware dealers either in the same or in adjoining towns. The action just taken by the general freight agents of the Western Traffic Association, which recommends raising the minimum car weight to 30,000 pounds, makes this a burning question in Iowa from this time forward.

Perhaps the greatest evil from which we are suffering to-day is the unnecessary and absurd spirit of animosity and retaliation which exists between competing Hardware dealers throughout the State. This is responsible for more unpleasantness, more years which wind up as unprofitable ones for the dealers involved and for more wide-spread ills from which we are suffering to-day than any other one thing which our organization can overcome. This evil is even greater than the catalogue house or department store competition or range peddlers, for it is absolutely and wholly bad, whereas the advertising by these other concerns results in a certain amount of business even for local dealers. I appeal to you, as members, to spread this spirit of fellow feeling and mutual co-operation, in every way possible, as the greatest work which our Association can do. Let our members, each one personally, visit and become thoroughly acquainted with their competitors. Invite him, if necessary to break the ice, to your house as your guest, and in nine cases out of ten you will find him a loyal good fellow, instead of the unprincipled enemy which you have heretofore supposed him to be.

The secretary's report was presented by H. A. Cole. Following this came the reading of the proposed constitution, which was adopted, the main features of which are as follows:

NAME AND OBJECT.

Sec. 1. The name of this Association shall be the Iowa Retail Hardware Dealers' Association.

Sec. 2. The object of this Association shall be to promote the welfare of the retail Hardware trade of Iowa.

ARTICLE II.

Sec. 1. Any person, firm or corporation in Iowa engaged in the business of selling Hardware, and known and recognized as a regular retail Hardware dealer, may become a member of this Association.

ARTICLE III.—OFFICERS.

Sec. 1. The officers of this Association shall be president, vice-president, secretary and treasurer, and nine members, no two of whom shall be chosen for the same congressional district, who, with the president and vice-president, shall constitute an executive committee.

Sec. 2. The president, vice-president and executive committee shall be elected annually by ballot, and shall hold office until their successors have been elected and qualify.

Sec. 3. The secretary and treasurer shall be appointed or removed by the executive committee. The treasurer shall receive and disburse the funds of the Association under the direction of the executive committee, through a voucher signed by the president and secretary, keeping a careful account of the same. The secretary shall be under the direction of the executive committee, and his or her duties shall be assigned by them.

Sec. 4. The executive committee shall fix the salary of the secretary and require bonds from the treasurer and secretary in any amount they may deem sufficient to be approved by the president of the Association.

Sec. 5. In case of a vacancy in any of the offices of this Association, the same shall be filled by the executive committee until the next annual meeting. The executive committee shall perform the duties of an auditing committee, and examine the books of the treasurer and secretary and report their condition at the annual meeting of the Association. A majority of the executive committee shall constitute a quorum for the transaction of business.

ARTICLE IV.

Sec. 1. The regular meeting of the Association shall be held annually on the second Wednesday of February at such place as may be designated by the Association at its previous annual meeting.

Sec. 2. The executive committee is subject to the call of the president.

Sec. 3. It shall be the duty of the president, or in case of his inability to serve, of the vice-president, to exercise supervisory control over the affairs of the Association, and preside at all meetings of the executive committee, and to carry out and enforce all measures adopted by the Association calculated to improve the condition of the Hardware business.

Sec. 4. The president shall appoint for each county one member, whose duty shall be to obtain membership in this Association and encourage the formation of local Associations.

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Sec. 5. The presiding officer shall appoint at the annual meeting a sergeant-at-arms.

Sec. 6. Amendments to the constitution and by-laws may be made at any regular meeting by a vote of at least two-thirds of the membership present.

Sec. 7. All traveling men of Iowa are eligible as honorary members on payment of $1.00 fee per year, but have no right to vote.

The Association then proceeded to the election of officers, with the following result:

President, H. A. Cole, Council Bluffs.

Vice-President, S. R. Miles, Mason City.

Executive Committee—Jake Seither, Keokuk; A. T. Nelson, Wilton; H. C. Chapen, Union; E. G. Penrose, Tama; G. L. Miles, Grinnell; L. H. Kurtz, Des Moines; M. W. Keating, Afton; H. S. Vincent, Fort Dodge; Joe Mattes, Odebolt.

Wednesday evening was devoted to the opening of a question box.

Among the features of Thursday was the reading of a paper by H. A. Cole, entitled "How to Handle Department Store Competition." This was followed by a report of the Executive Committee, to the effect that Mrs. Henrietta E. Kupper had been appointed secretary of that committee and Charles Swaine appointed as treasurer. It was decided that the next meeting should be held in Des Moines. In the afternoon a paper was read by C. M. Doxsee on "Advertising," and one by C. W. Aldrich on "Trade Reform." The usual question box was opened, and several committees of a minor nature were appointed. The following resolutions were offered by the Committee on Resolutions and adopted:

Your Committee on Resolutions report for your consideration and suggest the adoption of the following:

Resolved, That we remain loyal to and work for the successful enforcement of the recommendations of our executive committee.

Resolved, That it is the wish of this Association that the legislative committee investigate and formulate plans for mutual insurance.

Resolved, That we recommend to our legislative committee the consideration of abuses connected with the employment of women and children by retailers, and recommend that the committee use its best efforts to secure the enactment of a law that will fix a minimum wage for this class of labor, to correspond with the wages of a man performing like services.

Resolved, That our legislative committee is instructed to use its best efforts to secure the enactment of a law making deceptive and false advertising illegal on the part of the dealer.

It was decided that the Association should be incorporated, and President Cole and Treasurer Swaine were appointed as a committee on incorporation.

Jack Tar's Predicament.

An old jack tar quoted by the *Marine Journal* had this to say recently about modern war ships: "Things are busted wide open. How can a fellow swear on one of those new-fangled boats? He'd sound like a fool a sayin' of 'Shiver me timbers!' when there ain't nary a piece of timber, nawthin' but iron from bow to stern. A feller can't take a reef in anything, he can't belay, there's no belayin' pins, 'n he can't use any o' them old words which hez made their navy. I suppose a feller will now have ter yawp 'Unrivet me plates!' 'Douse me searchlight!' 'Smash me fightin' top!'or 'Foul me screw!' or somethin' o' that sort."

Four months before it will become due is the will-o'-the wisp that has lured innumerable merchants to destruction. Long credit is as damaging to the retailer who accepts it as it is to the wholesaler who offers it, and likewise as it is to the business community which suffers the inevitable consequences.—*F. R. Boocock.*

Review of the Markets.

Hardware: Storm conditions affected to some extent the increasing volume of trade which has been the feature of the local market during recent weeks. The difficulty attending prompt movements of trade made many merchants temporarily defer anticipated visits, while the proper attention usually given to mail orders was prevented by inability to ship promptly, on account of the embargo laid upon transportation by the recent blizzard. There has been no diminution of the confidence felt by the trade in the auspicious prospects for the season's business. Demand continues good and prices are gradually, but surely, reaching a plane where declines are not discussed as being probable, so far as the prices are concerned at which large purchases are actually made. The strengthening of quotations is now reaching up into the domain of shelf Hardware, where labor frequently represents an 80 per cent. proportion of a possible cost; but until the labor market becomes agitated, such lines will be kept within a 10 to 15 per cent. basis, that will prove more of an incentive to buy than a handicap against a natural distribution of leading staples.

Wire Nails: The market on wire nails has been kept in a steady condition during the past two weeks, the latest advanced prices referred to in our previous issue being well sustained. Orders are solicited for immediate delivery more especially, the manufacturers evidently preferring a regular and steady business, than an accumulation of stocks in the hands of parties who might at a later date demoralize the conditions of the market by a general slashing of prices, in which wire nails would form a feature. Prices remain as previously quoted at $1.65, f.o.b. Pittsburg or Cleveland, for carload lots, less 5 cents a keg, to the jobber in carload lots; the single carload buyer is permitted the privileges of taking either a straight or mixed carload of either nails or wire. The export price, it is understood, has been advanced 10 cents a keg over recent quotations. The railroads have receded for the present from their decision to make 30,000 pounds represent a carload lot. Until March 31st they will continue under the old classification, which makes 24,000 pounds the minimum carload standard of weight. New York prices are maintained firmly, as follows: Carload lots on dock, $1.70 to $1.85; smaller lots from store, $2.

Cut Nails: The market for cut nails has been materially strengthened by the increasing costs of wire nails. The cut nail market may be considered as firmly maintained at the recent advance, which was to a basis of $1.35 for car load lots f. o. b. Pittsburg. New York prices may be quoted as follows: Carload lots on dock, $1.50, and smaller lots from store, $1.60.

Barb Wire: Since our last report, under a good and steady demand, the market for this staple has been successfully maintained at the recent advances. Large orders for future delivery are avoided by the mills. Controlling the market so thoroughly as they do, has caused many large purchases during the past month to cover possible requirements for weeks to come.

Present quotations may be named as follows: Painted barb wire, $1.70; galvanized, $2.10, f. o. b. Pittsburg or Cleveland. These prices are the extreme to large buyers. Buyers of single carload lots are quoted an advance on the above of 5 cents, and for less than carloads 5 cents additional. New York prices are steady at the following: Four point galvanized, in carload lots on dock, $2.25 to $2.30, and smaller lots from store $2.40. Higher prices are anticipated by those largely interested in the distribution of barb wire products, firm advances on billets and the high price of spelter being a sufficient pretext.

Wire Goods and Specialties: All the manufacturers' order books for these goods have been kept pretty full of orders on account of the large demand. The quotations formerly

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governing these goods have been gradually increased in some cases quite largely; the disposition being forced by the fear of further advances in material, and a probability of short supply. Wire hat and coat hooks, ceiling hooks, and similar specialties, are now held at prices 20 to 25 per cent. over previous quotations.

Wrought Butts and Strap and T Hinges: The extremely low quotations on these goods which have prevailed for a long time, have been recently advanced from 10 to 15 per cent.; which while more particularly affecting the "special extra discount" for large quantity will still stiffen current quotations to an extent not specially disadvantageous.

Brass and Bronze Metal Screws: On account of increased costs of raw material, the manufacturers of wood screws have agreed to make the following changes in their discounts applying to the lines of goods referred to.

	Discount.
Flat Head Brass	80&10%
Round and Oval Head Brass	75&10%
Flat Head Bronze Metal	75&10%
Round and Oval Head Bronze Metal	75%

Brass Globe and Angle Valves, Etc.; All such goods into the manufacture of which copper and tin enter largely, have been subject to weekly advances in consequence of the constant fluctuations of the metal market, changes in prices more generally affecting the rougher goods in which metal and not labor especially predominates.

Warm Air Registers, Etc.: A new and revised price list for warm air registers, ventilators, faces and borders, was adopted at a recent meeting of manufacturers, held in Cleveland, taking effect on February 9th. This price list supersedes the previous one in use, dated Dec. 27th, 1897; and is subject to the following regular trade discount:

Black Japanned Registers, Ventilators, Faces and Borders	50%
White Japanned Registers, Ventilators and Faces	40%
Bronzed Finishes in Imitation of Gold, Silver, Copper or Bronze	40%
Nickel Plated	50%
Electro-Plated in Brass, Bronze, Copper or Oxidized Silver	40%
White Porcelain	30%
Solid Brass and Bronze Metal	25%

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, quote as follows: In lots of less than 5 barrels, 42 cents per gallon; in lots of 5 barrels or more, 41 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw; Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE PORTLAND TRADE.

New England has had the usual snow blockade due at this season of the year. Very few winters pass but we get at least one storm that completely blocks all business. This year has proved no exception to the rule, but instead of one, we have had three blocking storms.

Trade conditions continue good, and the increased cost of goods seems to stimulate buying, and give people courage to anticipate their coming wants. Manufacturers in most all lines have been obliged to advance their prices, but we think in some special lines they have lost their heads, and are making an advance out of proportion with the actual condition of the market.

The whole country seems to be trust-mad; even our own State seems to be afflicted with the fever. Our ice men, who are supposed to be "cool," are trying to combine. The latest thing we have heard of is the Putty Trust!

We appreciate that the conditions in many lines warrant all the advances that have been made, but we hope manufacturers will not, in their zeal, put prices so high that there will be a reaction. The only thing that troubles the jobber at present is to raise funds to meet his increased purchases, made necessary by advancing markets.

Collections are slow. The Emery-Waterhouse Co.

THE BOSTON TRADE.

The severe storms during the past two weeks have interfered with general business, and throughout New England there has been a decided lull in the volume of orders as well as in collections. It has taken all our time to catch up with the many advances, and place our costs and selling prices in line for spring business.

The advances on such goods as nails, lead, zinc, iron and all brass and copper goods are being well maintained, and it is to be hoped that the manufacturers will be as conservative as possible, in order that prices will be maintained throughout the season.

Where prices cannot be advanced in a legitimate way, manufacturers now seem to have recourse to the popular method of combining together, and never was there a time when manufacturing industries were possessed of such a spirit of combination as at present. What the result will be, no one is wise enough to predict, but it is safe to say that if the changes continue as they have during the past few months, many of the most important producing interests will be combined in a few companies which will not only control prices but the markets and conditions. Under these circumstances the question arises: What will be the condition of the individual operator and seller in the business world? Frye, Phipps & Co.

THE MANCHESTER TRADE.

We are more cheerful. Business is improving. People who hold on tight to their pocket books are beginning to loosen their grip, to buy before the rise in prices. The advance of prices in all kinds of merchandise is certainly stimulating trade, and anticipated profits make one feel like buying a better dinner. So one trade helps another.

Our factories are all full of orders, some working overtime; greater demand for labor, and money circulating more freely. John B. Varick Co.

THE PHILADELPHIA TRADE.

In 1888 we had a snow storm which for severity was par excellence and took the name of the "Blizzard," but, in the last week, this record has been more than eclipsed by the storm which covered the entire East, and which, in our section of the country, completely blocked railroads and transportation.

In our own city, people living a few miles from their places of business were unable to reach their homes, and the down town hotels were crowded for one or two nights in consequence.

Shipping has been simply impossible, owing to the vast amounts of snow in the streets, and salesmen have been snowbound in all sections, and even from the South come unexampled accounts of storm and hardship. Of course, business has been practically at a standstill for a week, and the financial loss involved is beyond computation.

During this time, however, prices have still been on the upward turn, and almost every day's mail brings a record of new advances which seems to be taking in all lines of goods and almost all manufactured goods in our line.

Raw materials are also higher and very firm, while, for the only time for some years, the production seems scarcely equal to the demand. Of course it will not take the production long to catch up, but it seems to be the opinion of many that goods will remain on a somewhat higher plane of prices, as, for years, they have been on an unproductive basis to manufacturers.

It is pleasant to report that collections seem to be improving—apparently, showing that dealers throughout the country are feeling the good effects of the better times and of the increased amounts being paid out for wages and manufacturing.

The demand for goods is fair and it is particularly noticeable that customers are inclined to be much more liberal in the quantities ordered.

Biddle Hardware Co.

THE BALTIMORE TRADE.

Baltimore has labored under and is now emerging from what, to our oldest inhabitants, has been recognized as a record-breaker. A continuous snowfall of 20 4-10 inches,

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accompanied by strong winds, formed heavy drifts, and with prolonged low temperature reaching to twelve degrees below zero, closed navigation, blocked electric and steam railway travel and caused a complete cessation of business. Numerous casualties resulted, and among the unfortunates the writer is laid up with a slightly sprained ankle.

The demand for snow shovels, incident to above conditions, has been far in excess of supply in the hands of both jobber and retailer, and nearly every style of shovel has been called into requisition.

Picks, mattocks and brooms are also moving rapidly.

Employment thus afforded to thousands of men in clearing tracks, streets, sidewalks, etc., has gladdened the hearts of many destitute families, and we quote, "'Tis an ill wind that blows nobody good."

During the past week we have been unable to make any shipments out of the city, and our customers in the country are for the time being isolated. Judging from the reports of our snow-bound traveling men who have been fortunate enough to get home, letters reaching us from customers along the railroads now forwarding mail and press items, we believe it will be several weeks before business will again assume normal proportions. Much higher temperature is prevailing at present, and a feeling of distrust pervades the pedestrian who sallies forth, as the apparently solid mounds of snow are very deceptive, many of which precipitate feet and legs into abysses of ice water sufficient to cool the ardor of the most brave and crush the spirits of the too fastidious.

Baltimore may be successful in securing the immense ship building plant of Henry G. Morse, involving an immediate expenditure of $3,000,000 and the employment of 5000 men. Such an opportunity should not be lost by our capitalists.

Many orders packed and awaiting shipment.

Collections are "off." H. W. WEBB & SONS.

THE CLEVELAND TRADE.

The ratification of the treaty with Spain brings the country face to face with the perplexing problem, delay in its ratification inspired rebellion, and hesitation by Congress in giving the administration authority to enforce the obligation that international law imposes, is sure to encourage it. This delay also shows the strangest lack of the perception of national honor by some members of Congress. One of the most brilliant men the nation ever produced, committed political suicide for himself and for all who followed him, by opposing appropriations for supplies for our army in Mexico. Some of the present members of Congress will do well to profit by his example. The honor and dignity of the nation must not be sacrificed in an effort to furnish party platform. Dewey and his brave men must be sustained, if it takes a hundred thousand men to do it. The example of hesitation will tend to create rebellion in both Porto Rico and Cuba. We shall be the laughing stock of nations if timidity, economy, politics or cowardice prevent our providing ample reenforcements to the brave men who are defending the nation's honor. A traitor to the country's honor, no matter what pretence, will not be forgotten or forgiven. All predictions of prosperity are verified. The demand now is that the nation be united to protect its honor and dignity.

LOCKWOOD-TAYLOR HARDWARE CO.

THE COLUMBUS TRADE.

As it may not be generally known that it has been cold, so we thought best to mention the fact. It was so cold here that it froze Bower-Barff finish off the door knobs. Trolley poles were frozen stiff, street car rails were frozen as hard as iron. Rabbits haven't any tails since the freeze, and a jackass's bray froze in chunks as he propelled it from his "inards." We are sorry we did not have a kodak so we could send you a photo of it. It looked funny we assure you. It looked something like liver wuerst. In fact, nearly everything stiffened up, even Hardware. Now that the weather has moderated, why not some articles in Hardware? We refer to the articles that have advanced 100 per cent. or more, and there are several articles that have made that much of an advance. We think a great many of the advances are justifiable and none too much, but cannot say that of all. Our salesmen complain that they will soon wear out their catalogues making so many changes in prices, and say why don't they jump the price 2 cents a month on solder instead of ½-cent every week. That has been about the record for the past two months on solder and copper. The extreme cold checked trade for a few days, but the month is going to show a good increase over February, 1898. Merchants are ordering their Spring goods in earlier than usual, and we think it wise on such articles as poultry netting, steel goods, wire, nails, etc., as the demand will start in at the first signs of Spring. Collections have only been fair so far this year. This is always the case when it is time to pay taxes.

Columbus had a very disastrous fire a few weeks ago and all the goods not burned up are now being shipped to Chicago. Columbus merchants are congratulating themselves that the goods were not dumped on the home market. People will flock to fire sales and seem to be happy to pay as much for damaged goods as perfect goods. Barnum made a true statement when he said American people liked to be humbugged; but it is different with Hardwaremen, so we will stop short.

SMITH BROS. HARDWARE CO.

THE INDIANAPOLIS TRADE.

We have been impressed with the fact that while the trade in general have been anxious to anticipate their wants and save money by purchasing liberally of wire and nails, many of them have overlooked the advance that is taking place in the price of tin plate. The only way we can account for this lack of foresight on the part of the retail dealer and consumer, is that per package, it runs into money much faster and is not used in quantity, or to such an extent the year round as the other articles named. We feel sure many will regret having overlooked this item while investing their ready cash in staples which they will need later.

The above remarks lead us to call the attention of all to the fact that we are entering upon an era of higher valuations in all lines. A few years ago, the people in the West complained bitterly because they were compelled to pay their mortgages and debts with which they had previously burdened themselves, on a lower basis of values than prevailed when they assumed the obligations. In other words, they found it took more of whatever they had to sell to pay their indebtedness than it did when they incurred it. The situation is now reversed. Eighty-five cents invested today in any commodity will purchase as much as a dollar will a year hence. If the farmer gets more for his products and the workman more for his labor, everybody will be better satisfied with the higher valuations than with the low valuations which have prevailed for several years past.

VAN CAMP HARDWARE & IRON CO.

THE CHICAGO TRADE.

We have only had time to write you semi-occasionally during the past sixty days, for the reason that it has taken all our spare time to make out changes of prices for the benefit of our traveling salesmen, so as to keep them fairly well posted as to the present condition of the market. We find so many articles have advanced in the way of sheet steel, copper, barbed and plain wire, sheet iron, tin plate and other metals, that these advances have in turn caused the manufacturers of smaller articles in the Hardware line to make advances in the majority of their goods, which

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have made changes necessary in most articles that we keep n stock.

The advancing tendency of the market has caused an unprecedented demand for goods, and the wise and far-reaching retailer has never been more anxious to cover his spring requirements than at present. It is true that our salesmen in many instances have favored customers by dividing part of these advances with them, but we do not see how we can continue such a course, for the reason that we are obliged to pay the advances ourselves for the sorting up of our stock.

We have been extremely busy since we wrote you last, and have more orders for future shipments by a large majority than ever before at this season of the year. The advances this week of ten cents on cut steel nails, also the further advances of twenty-five and fifty cents per box of small and large size tin plate, and the advance in the price of black plate and zinc is causing a good many of our customers to purchase goods in quite large quantities; so that we really have all the business we can possibly attend to without working night and day. Future prospects for a spring and summer trade were never so good in the experience of our concern. WELLS & NELLEGAR CO.

THE DAVENPORT TRADE.

The cold wave depressed business as well as the mercury. Since it passed, both have returned to normal condition. There was no speculative demand while mercury was down and prices up. Manufacturers who recently consolidated are as loud in their declarations of independence as a Fourth of July orator. The retailers are also organizing, and may soon be ab'e to dictate terms to the manufacturing monopolists. When the fight is on, the jobber will continue to saw wood with one of Disston's cross-cuts. There is more talk now about copper than silver. Why not have a free copper political party? If manipulation can double the price of copper, why can it not be done with the white metal and suddenly stop all this talk about fifty-cent dollars? Zinc is also ambitious to be classed among the precious metals.

Unfortunately, we inventoried in November; the result would be more satisfactory if taken now. Have no orders yet from the Philippines for skates, coal hods or snow shovels, but advance orders are coming in freely from Iowa for farming tools and binder twine.

SICKELS, PRESTON & NUTTING CO,

THE KANSAS CITY TRADE.

We go to press right this minute. We are busy as bees. We will dispose of you in one time and two motions. Prices are reasonably steady, but if they don't decline a few notches on wire and nails, we will account ourselves poor prognosticators. The cold weather was a "deadener" on business while it lasted. A rush followed it. How serious the damage has been upon winter wheat, which is the great staple in Kansas in which we are most concerned, we do not at this writing know.

Just excuse us now. Whatever the rest of the people say about business, consider as our sentiment. We will agree to subside until we can get more time to do justice to the affair. GILLE HARDWARE & IRON CO.

THE PITTSBURG TRADE.

Despite the intense cold weather, February shows a good increase of business over the same month a year ago. When the thermometer gets down to twenty below zero, it rather chills the enthusiasm of buyers, yet enough of them were about to make a 33⅓ per cent. increase for the first half of the month.

We have just read President McKinley's Boston speech on the political situation, and are more than ever impressed with his patriotic, honest and able handling of the very difficult matters which have fallen upon him during his term of office. The carping critics who constantly harass him in the daily press, should crawl into their holes after such an outspoken, manly definition of his policy in dealing with the Philippine question.

The outlook for spring business is very favorable; all our industries are busy; no lack of employment for all workers, and in some large concerns wages of the lower class labor have been advanced voluntarily.

Bicycles and bicycle sundries are beginning to attract attention, the larger towns having already taken agencies. Experience has developed the fact that it don't pay to handle poor goods. The survivors among manufacturers are generally those of established reputation for quality. Prices are down to a popular basis, and with improved business conditions, the sale of these goods promises to be very large this season. LOGAN-GREGG HARDWARE CO.

THE OMAHA TRADE.

Unusually cold weather for the past two weeks in this locality has somewhat affected trade, as when the thermometer ranges from twenty to thirty below, it naturally has a tendency to restrict trade, and in many sections not only customers and dealers, but travelers, have been practically weather-bound, and unable to transact business.

In spite of this fact, however, trade has been unusually active for the prevailing conditions, and little complaint could be made either in regard to the volume of business or collections.

Advances are being unusually well maintained, and the fact that everybody realizes that many goods were altogether too low and that the advance indicates a healthy condition of affairs, not only assists in maintaining advances already made, but in preparing the trade for a further marking up along many lines of goods. Season goods have been unusually active for this season of the year, and large shipments, not only of staple goods, but of wire cloth, poultry netting and screen doors, etc., have already been made, thus indicating that dealers are preparing for an active and early spring trade.

RECTOR & WILHELMY CO.

THE ST. PAUL TRADE.

There is not much to be said about the business conditions in the Northwest that has not already been said. We have had some days of extreme cold weather, that, while it lasted, had a tendency to cut off business, but we have had no blockading snow storms, such as have occurred in the East, and. on the whole, the weather conditions have been very satisfactory.

As might have been anticipated, the sales for the past two months have been large. It may be a question whether it would not have been better for us if our sales had been less, when we consider the sharp advances in prices that have taken place, but, as merchants, our business is to sell goods as opportunity offers, and be thankful if we make a reasonable profit. What is to be the outcome of this boom that seems to be on? Are prices to continue to advance until, from their own weight, they break and topple over? It is certainly to be hoped that conservatism will be manifested and that the trusts now formed, and forming, will not use their supposed power in putting up prices to that extent that disaster will come to the business interests of the country. The greed of the few may bring ruin to the many. Nevertheless, we can expect a large and profitable business during the coming season.

C. W. HACKETT HARDWARE CO.

A meeting of the American Screw Co. was held in Providence on Wednesday, February 15th, and the following directors for the ensuing year were elected: Clark Thurston, Charles B. Humphries, Henry C. Bangs, Charles Alexander and Herbert J. Wells. President Edwin G. Angell, James Tillinghast and Charles D. Rogers were nominated for directors but declined to serve.

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Recent Trade Publications.

North Bros. Mfg. Co., Philadelphia, Pa., have issued a very artistic little handbook, devoted to the well-known line of ice cream freezers, etc., which they have so successfully manufactured, and which, under their intelligent management, have found their way into every corner of the globe. This is entitled "The Ice Cream Freezer Book," and is printed in colors, with a very artistic cover. Among the illustrations shown are those of their new automatic twin scrapers; their Lightning ice cream freezer; their Gem freezer; their Blizzard freezer; their Jumbo Lightning freezer; the double action Crown with crank and also with fly-wheel, etc., etc. In a note of introduction, the company say: "The line of freezers illustrated in this catalogue, comprises the largest variety made in any factory, and the line meets every demand, from high quality to low price. The freezers illustrated are of established reputation, in demand, easily sold, give satisfaction to merchant and user. They can be sold without misrepresentation. They embody all that is best and of intrinsic merit in an ice cream freezer. The special features adopted in our freezers during the last few years continue to distinguish them as superior to all others in perfection of construction and practical results in use. No other freezers have: Automatic twin scrapers; cedar pails with electric welded wire hoops, guaranteed not to break or fall off; cans of heavy tin plate, with drawn steel bottoms, guaranteed not to leak or break; materials and workmanship so perfect. These facts, we think, merit your consideration before placing your order for coming season. Our trade is confined exclusively to jobbing houses, who will be pleased to give you prices that we think will interest you, particularly when the reputation and quality of goods is taken into consideration. We shall be pleased to send you any further information you may desire, and trust to have your order through your jobber. We keep full assortment of all styles and sizes in stock all the year round and orders can be filled same day as received. Net prices quoted on application."

The Chadborn & Coldwell Mfg. Co., Newburgh, N. Y., are distributing to the trade their catalogue of Lawn Mowers for the 1899 season. Having an experience in the business of thirty years' standing, they feel that they are in a position to supply the trade with any grade of lawn mower desired, from the highest to the lowest price, consistent with good work. In this catalogue the "New Model" claims precedence being made in six sizes, 10, 12, 14, 16, 18 and 20 inches; they also make this mower with either low or high wheel. The revolving cutter used has four heavy steel blades fastened by screws (not riveted) to malleable iron flanges and is six inches in diameter. The driving wheels of the high wheel grade are ten inches in diameter. The "Excelsior Roller" Lawn Mower still holds a prominent place in their product, although it was first produced, as they claim, over thirty years ago; it is still popular with the trade requiring a high grade mower. This same pattern is followed in the popular Horse Lawn Mower which has been made by them so many years under the name of the "New Excelsior." Included in the assortment shown in their catalogue is the "Rival" Lawn Mower, which is made in four sizes, from 10 inch up, and marketed at lower prices. These mowers are also made in low wheel or high wheel as preferred, according to which section of country they are required. The "O. K." Lawn Mower, made popular last year among those requiring a low priced machine, is still continued as one of their lines, having been found to fulfil every requirement of those desiring that grade.

The Parry Mfg. Co., makers of light vehicles, Indianapo-Ind., have published for 1899 one of the handsomest and most artistic catalogues which it has been our pleasure to receive. It is printed upon very heavy paper, in convenient form, and contains about 100 pages. The cover is in red, brown and gold, and is very artistic. Upon the back page is a view of their extensive works, which are described as "The Largest Buggy Works in the World, Producing High-Grade Buggies." A large number of their products are illustrated in black and white, with a description opposite each. There is certainly shown everything which one could possibly desire in the buggy line. The motto of the concern is well shown in the following sentence taken from the catalogue: "We like to do things differently from others—we delight in surprises—and we try to make the unusual thing the every-day feature of our business when it's a thing profitable to our customers." Hardware dealers who are interested in the buggy line should write to the Parry Mfg. Co., and we are certain that a copy of this handsome catalogue will be sent them.

We have received from the C. W. Hackett Hardware Co., St. Paul, Minn., their 1899 catalogue of Bicycles and Sundries. This is a very attractive publication, in which is described and illustrated everything known under the sun which can be required for the needs of a bicycle rider or repairer. Each of these is accompanied by a description, with prices, and the whole is very artistically arranged. The company announce that among the wheels they will handle this year are the Victor, the Hackett Special and the Hackett Roadster. The frontispiece is devoted to a picture of the company's large business building in St. Paul.

The little publication, "Graphite," issued by the Jos. Dixon Crucible Co., Jersey City, N. J., for February, contains a portrait of Joseph Dixon, the founder of the Dixon Co., accompanied by some interesting matter in regard to

. . .SMOKELESS POWDER PERFECTED. . .

After a series of exhaustive tests, the LAFLIN & RAND POWDER CO. now offers to the public, for the first time, their . . . . . .

Manufacturers' Guarantee.

All of the different kinds of Smokeless Powder manufactured by the Laflin & Rand Powder Co. are Smokeless, Absolutely Uniform, High in Velocity, Low in Breech Pressure, Waterproof, and Guaranteed to give as good results under any climatic conditions, at the end of a Day, a Month, or a Year, as when purchased. Metallic Shells can be reloaded indefinitely with this Powder, the same as with Black Powder.

SMOKELESS POWDER

Correspondence, as to Suitable Powder for Any Kind of Weapon, Solicited.

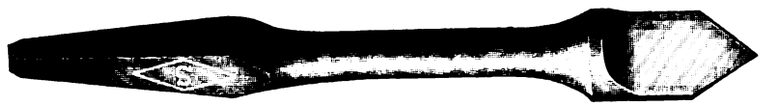
FOR SHOT GUNS
.22 CALIBRE RIFLES
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.30 CALIBRE RIFLES
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.50 CALIBRE RIFLES
All Kinds of REVOLVERS

LAFLIN & RAND POWDER CO.,

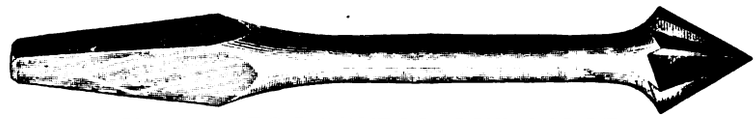
Chicago, Ill., St. Louis, Mo., Memphis, Tenn., Pottsville, Pa., Denver, Col., Philadelphia, Pa.

99 CEDAR STREET, NEW YORK, N. Y.

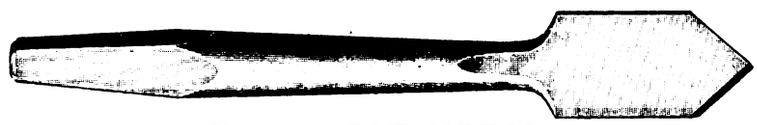
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No. 310 FOR METAL.



No. 315 FOR METAL AND WOOD.



No. 320 FOR METAL.

Mayhew's Countersinks

for Wood or Metal.

CATALOGUE ON APPLICATION.

H. H. MAYHEW CO.,

SHELBURNE FALLS, MASS., U. S. A.

this early manufacture of American lead pencils. The number is filled with interesting matter of a general character, and; of course, there is some reference made to the question of graphite.

The Danbury Hardware Co., Danbury, Conn., have issued a leaflet headed "About Cone Making and Repairing." It seems to fill the bill in every respect.

Sledge & Barkley, Lawrenceville, Va., dealers in Hardware, vehicles, harness, nails, agricultural and farming implements, etc., have recently purchased a lot and commenced the erection of a warehouse, 30 by 90 feet in size. They hope to have it ready for use about March 15th.

MECHANICALLY CORRECT.

Iver Johnson Cycles.

Iver Johnson Cycles have many features of good construction to be found on no other wheels.

THEY ARE HONESTLY MADE.

Send for free Catalogue.

Branches:
NEW YORK, 99 Chambers St.
BOSTON, 408 Washington St.
WORCESTER, 304 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.

Setting Saws.

In the matter of setting saws, either hand or power, the main object of setting the teeth must not be lost sight of in the details of the process, says the *National Builder*. The object of setting the teeth of a saw out in either direction is to make the tool cut a kerf wide enough to admit the saw without heating it by excessive friction or consuming useless power in rubbing the saw against the sides of the kerf.

To meet these conditions, the setting may be barely sufficient to let the saw clear the fibers of wood which are left projecting by the cutting operation. The length of the fibers varies with the kind of wood operated on, hence the necessity of giving a saw more set when cutting soft than hard wood.

The operation of setting consists of bending outward each alternate tooth on opposite sides of the saw, but it is not sufficient that the mere points of the teeth be bent out at an angle with the saw. This leaves barely the points of the teeth exposed to the wood, and a very short time answers to wear off the points, making the saw so dull that the teeth do not cut enough to clear.

A section of the entire tooth at the top should be set out bodily, and nearly parallel with the saw blade. It is not easy to do this, therefore, the usual and effective form of a set tooth is a long taper from the blade to the outside of the kerf and the rest of the tooth for a distance depending upon the size of the tooth parallel with the saw blade. This gives a surface which will wear a long time without getting dull enough to affect the cutting of the saw.

To meet the conditions noted above, the saw setting tool must be so made and used that it will bend the tooth twice —once out and then the point back again parallel with the body of the saw. The tool must not smash the point of the tooth. Some of the patent sets do this badly, when used by unskilled hands. There must be adjustable stops so arranged as to hold the saw firmly and rigid enough so as not to spring when setting the heaviest tooth the set will take.

Above all, the teeth should be all of a length, and filed nearly to a size before setting, as it is impossible to set large and small teeth accurately alike.

The National Cement & Rubber Mfg. Co., Toledo, Ohio, are continually adding some new specialty, and they have a fashion of springing them upon the public without any notice as to what is coming.

We never to the greatness climb
Which in our youthful dreams we planned.
We've wasted so much precious time
We find we haven't got the sand.
—*L. A. W. Bulletin.*

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The BEST FOR BICYCLES, GUNS, TYPE-WRITERS ETC.
OILER
IN THE WORLD



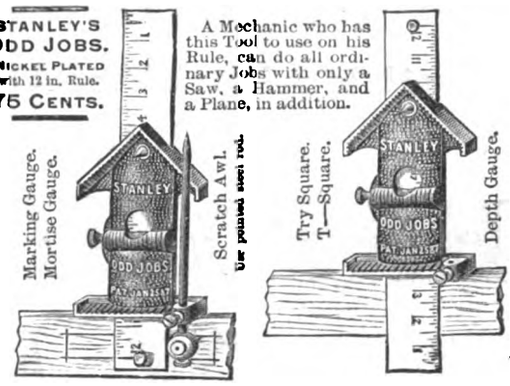
Regulates supply of oil to a drop.
DOES NOT LEAK
We make cheaper oilers also, unequalled for PRICE and QUALITY.
Cushman & Denison, 172 9th Ave., N. Y.

This Tool embraces in itself and in combination with an ordinary Carpenters' Rule.
Try Square.
Mitre Square.
T—— Square.
Marking Gauge.
Mortise Gauge.
Depth Gauge.
Mitre Level.
Spirit Level and Plumb.
Beam Compass.
Inside Square for making boxes and frames.

STANLEY
Rule & Level Co.
NEW BRITAIN, CONN.
SOLD BY ALL
Hardware Dealers.

STANLEY'S ODD JOBS.
NICKEL PLATED with 12 in. Rule.
75 CENTS.

A Mechanic who has this Tool to use on his Rule, can do all ordinary Jobs with only a Saw, a Hammer, and a Plane, in addition.



The Magill Hardware Co.

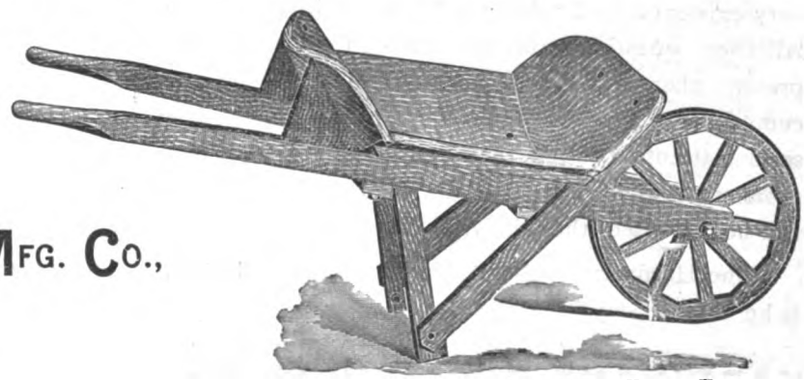
The Magill Hardware Co., Chattanooga, Tenn., make an announcement under date of February 1st, of an important change in their business, concerning which, among other things, they say: "We beg to announce that owing to our increasing trade, we have found it necessary to enlarge our quarters, and in making the change we have merged our business into a stock company, with the following executive officers: W. L. Magill, president and general manager; J.A. Magill, vice-president; T. H. Johnston, treasurer; S, M. Hardin, secretary. As soon as the busy season incident to the spring trade is over we will remove to the capacious Vance & Kirby building, No. 729 Market Street and No. 730 Broad Street, so well known to the trade, which will give us 10,000 additional square feet floor room, for the accommodation of our increasing business. We do not appear before the trade as entire strangers, but trust it will not be amiss to say a few words in reference to the personnel of our company. W.L. Magill, our president and general manager, when nineteen years of age entered the employ of J. H. Warner & Co. in 1879. In 1884 he was admitted to a partnership in that Hardware firm. In 1888 the firm of J. H. Warner & Co. was merged into the corporation of Carter-Magill Hardware Co., of which Mr. Magill was general manager, and it was under his able management that this company acquired a prestige second to none as long as he had charge of its affairs. In 1894 he left the Carter-Magill Hardware Co. (which thereupon changed its name to Chattanooga Hardware Co.), and with his brother, J. A. Magill, established the Magill Hardware Co. Mr. Magill has, therefore, been for twenty years continuously engaged in the Hardware business in Chattanooga, and a large line of his old friends and customers naturally followed him to his new concern. His thorough knowledge of the Hardware business, his extensive acquaintance with the trade, added to his untiring energy and uniform courtesy, warrant us in saying that with his careful personal attention given to the details of our business in every particular, the affairs of this company will be conducted in a thoroughly honorable and business-like manner. J. A. Magill, our vice president, is a resident of Sweetwater, Tenn., for many years cashier of the bank of that place, but now president of the Mascot Knitting Mills at that place, is well and favorably known throughout East Tennessee and North Georgia as a capable and successful business man. Thomas H. Johnston, our treasurer, is well known to a majority of the customers of our house. He has been associated with us for the past four years as bookkeeper and traveling salesman, and with this thorough preparation and acquaintance which he has acquired, coupled with his earnest endeavors to give our patrons at all times his careful attention, renders him specially fitted to take charge of the office and financial affairs of our company. Samuel M. Hardin, our secretary, comes into our business with the determination to add our list of friends and patrons to his large circle of acquaintances, whose good wishes follow him here from his native home city, Rome, Ga. His former connection with the Rome Hardware Co. has given him a practical knowledge of the Hardware business and enables him to take immediate charge of our order department. He will give personal attention to the prompt execution of all orders sent us, either voluntarily or through our traveling men."

James and Henry Leonard, who were skilled in the forged iron products of England, came here from Pontypool in Monmouthshire, in 1652, and to Raynham, Mass., about two years after the first settlers had planted themselves upon the spot, built the first forge in America.

Electro magnets capable of picking up a load not exceeding five tons are used by an Illinois steel company to transfer steel beams or plates from one part of the shop to another.—*Exchange.*

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,
COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

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A "HARDWARE JODDERS'" NUMDER.

OUR ANNIVERSARY ISSUE OF APRIL 10, 1899, WILL BE DEDICATED TO THE

HARDWARE JOBBERS OF AMERICA.

It will be Handsome, Artistic, Timely, of Permanent Value, and will go into the hands of the Jobbers of the World.

On April 10, 1898, the Eighth Anniversary of the founding of *Hardware*, we published the largest, handsomest and most artistic number that was ever presented by anybody, anywhere, to the Hardware trade.

It was devoted to the Hardware Associations of America; was read by everybody; went into every corner of the globe; was laid away for preservation and future reference by the majority of its readers; and won golden words of commendation from the trade.

This great number is to be duplicated on our Ninth Anniversary of April 10, 1899.

The special branch of the trade to which it will be devoted may be learned from the following title, which will appear upon the cover of that issue:

"HARDWARE JOBBERS' NUMBER."

This seems to us to be the most timely subject that can be chosen, now that the questions touching upon the jobbing trade are being so generally discussed, and so many points continually raised as to the exact status of the jobber before the trade; the extent of his influence; his proper sphere of endeavor; his relation to the manufacturers on the one hand, and to the retailers on the other; his restrictions, and the temptations that beset him in securing trade; and various other points of vital importance that touch upon his very existence, and relate to his status in the future. All these questions, and many more that will readily present themselves, will be fully discussed by men competent to speak for the trade, and who have given serious attention to the themes upon which they have promised to write. Among the many subjects which will be discussed, the following may be named:

"The Hardware Jobber: Has he a Business Future? Is he here to Stay?"

"The Present and Future of the National Hardware Association."

"The Ethics of the Jobbing Business."

"The Hardware Jobber as a Man and Brother."

"The Jobber from the Manufacturer's Standpoint."

"The Manufacturer from the Jobber's Standpoint."

"The Jobber from the Retailer's Standpoint."

"The Retailer from the Jobber's Standpoint."

"The Western Jobber."

"The Eastern Jobber."

"The Southern Jobber"

"The Northern Jobber."

"The Central Jobber."

"The Pacific Coast Jobber."

"The Canadian Jobber."

"The Past of the National Hardware Association."

"Other Hardware Jobbers' Associations."

"The Package and Cartage Question."

"Restrictions as to Jobbing Territory."

"How Does the Jobber's Future Look to a Man in the Corner?"

"Syndicate Buying."

"Fraternity in the Jobbing Trade."

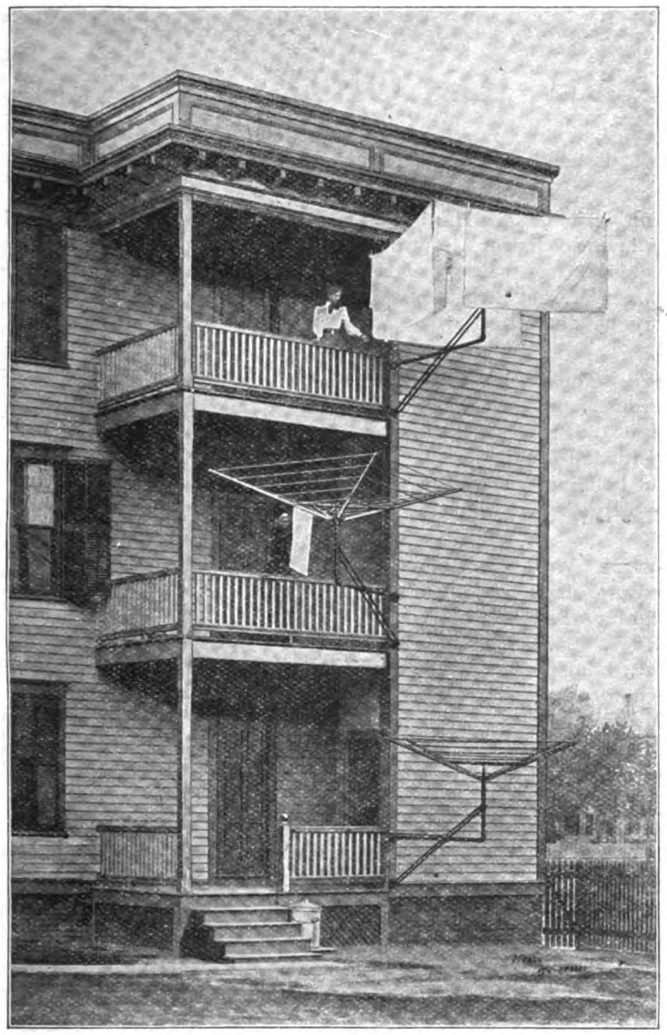
Etc., etc., etc., etc., etc.

In the preparation of our anniversary number of last year, we received the cordial assistance and support of the trade everywhere, and the congratulations which were showered upon *Hardware* for its successful venture into this practically new field, were an ample compensation for the labor and expense involved.

We have already received sufficient assurance that this second endeavor upon the part of *Hardware* will be most earnestly appreciated and endorsed by the trade. We should be pleased to hear from our friends everywhere with such advice, suggestions or information as they can offer for the successful realization of the purpose we have in view.

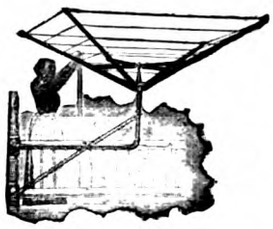
HARDWARE PUBLISHING CO., No. 143 Chambers St., New York.

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Hill's Clothes Dryers

FOR YARD AND BALCONY USE.



HILL'S BALCONY DRYER.

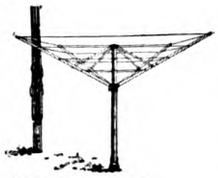
ARTISTIC, CONVENIENT, DURABLE.

The best arrangement for Apartment Houses, Flats and Private Dwellings.



HILL'S CHAMPION DRYER.

Endorsed by **Architects, Builders and Users.**



HILL'S SPECIAL DRYERS

The most popular yard Clothes Dryer on the market. **More than 100,000 in use, and every Dryer giving perfect satisfaction.**
.....Made in three sizes.

are equal to any Folding Dryer except the "Champion"
.....Made in two sizes.

HILL DRYER CO.,

SOLE MANUFACTURERS,

340-344 Park Ave., . . . WORCESTER, MASS.

EDGAR CHOCOLATE GRATER.

A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



Patented August 18, 1891. November 10, 1896.

The EDGAR CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

Retails for 25 cents and pays a good profit.

SEND FOR PARTICULARS.

The New 1896



Patented Aug. 18, '91 Nov. 10, '96

EDGAR Nutmeg Grater. Price 10c.

EDGAR MFG. CO., READING, ...MASS.

Eclipse Cleanable

The Best Patented Specialty on the Market.



The only removable ice chamber refrigerator having a positive circulation of dry air to the lowest point in provision chamber through a removable flue.

It's simple, durable, handsome and cleanly. Well finished. Good designs. Strictly metal lined. Does better work with less ice than other makes.

Eclipse Refrigerator Works,

BURLINGTON, VERMONT.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Belton, Tex.—The Smith & Peyton Hardware Co. has been incorporated by W. McB. Smith, Frank Corbin and Lee Peyton. Capital stock, $40,000.

Galveston, Tex.—The Galveston Stove & Hardware Co. has been incorporated by Cornelius Sampson, C. H. Moore and John Lovejoy. Capital stock, $10,000.

Joplin, Mo.—The Halyard Hardware Co. has been incorporated by W. B. Halyard, W. F. Halyard and M. B. Halyard. Capital stock, $20,000.

Lewisburg, Tenn.—J. E. McRady, T. E. Arthur and W. H. Hardison, Hardware, new store, has been opened by the above firm.

Madison, Minn.—The Madison Lumber & Hardware Co. has been incorporated by G. P. Kjosness, J. F. Rosenwald, C. O. Hill, J. H. Uglum and J. L. Rorse. Capital stock, $25,000.

Marlboro, Mass.—McMillan & Gay.

Rome, N. Y.—The Wardwell Hardware Co. Capital stock, $40,000, all of which is actually issued.

Sauk Centre, Minn. — How Bros. & Co. has been incorporated by D. How, B. W. How, M. T. How, W. F. Perry and W. A. Barto; to deal in Hardware and other merchandise. Capital stock, $50,000.

Syracuse, N.Y.—The Syracuse Hardware & Iron Co. Capital stock, $100,000, of which $80,000 has been issued.

Terre Haute, Ind.—John Spingler, No. 1339 North Eighth Street.

Changes and Improvements.

Alton, Ill. — The firm of Baker & Job, dealers in Hardware, has been dissolved by mutual consent. Mr. Job will retire from the business and the stock will be moved to the Baker implement house on State Street.

Ansonia, Conn.— The firm of William Haussler & Co., Hardware merchants and plumbers, have dissolved partnership, George W. Wilbur retiring. William Haussler will continue the business.

Arnprior, Ont.—Devine & McGarry, of Renfrew, have purchased the Douglas Hardware stock, Mr. Douglas intending to go West.

Bangor, Me.—H. A. Delong has purchased the Hardware, paint and oil and farmers' supply business of R. A. & G. M. York at Mars Hill.

Big Timber, Mont.— Harvey Bliss has purchased the Hardware stock of Olmstead & Howard, and has already taken possession.

Brandon, Vt. — Frank R. Button has bought the entire stock of Hardware, tools and fixtures owned by the late D. C. Brown & Co., and will occupy the store under their lease until April 1st.

Cameron, W. Va.—Charles Lancaster has purchased the Hardware store of J. C. Reed, Howard Building.

Chattanooga, Tenn.—The Magill Hardware Co. will begin, in the course of a few days, the work of removal from their present location at No. 624 Market Street, to the large three-story building directly opposite.

Chattanooga, Tenn.—The T. W. Fritts Hardware Co. have commenced the erection of a large warehouse on the Stoops lot, Broad Street, between Seventh and Eighth Streets. The situation of the building will be convenient to the company's store, which is just across the street.

DePere, Wis.—W. M. Workman & Co will move their Hardware stock, bought of Rabbideau & French, into the corner building, the stock of drugs, etc., having been transferred to E. A. Lang's place. The management of the new concern will be in the hands of Wm. M. Workman.

Fredericksburg, Iowa.—W. Graham has bought a half interest in the Hardware store owned by N. J. Douglass, and the business will be conducted hereafter under the name of Douglass & Graham.

Fulton, N. Y.—Jesse Wright has removed his repair shop and Hardware stock from the Stephens Block in Oneida Street to the Patterson Block in North Second Street.

Gonzales, Tex.—Kokernot & Wells, Hardware, etc., firm has dissolved partnership. W. H. Kokernot will continue the business.

Harriman, Tenn.—Hanks & Co., Hardware and stoves, sold out.

Hartwick, N. Y. — Vernon Porter has purchased the Hardware stock of Dorr Gardner & Co.

Holgate, Ohio.—N. S. Cole has sold his Hardware business to M. R. Trostle, of Hamler.

Huntington, Ind.—C. C. Nave & Son, Hardware, etc., sold out business to Nave & Kase, who will also handle bicycles.

Peoria, Ill.—The Isaac Walker Hardware Co. will erect a large building in the near future for the accommodation of their rapidly increasing business. The building will be six stories, of brick and stone, and will be located on Washington Street, between Harrison and Bridge Streets.

Port Huron, Mich.—J. B. Sperry has purchased a Hardware store at Imlay City.

Sioux Falls, S. Dak.—Hollman & Johnson are moving their Hardware store from the Brown Block into the Thompson Block, across the street from their present stand.

St. Louis, Mo.—The Rubelmann-Lucas Hardware Co. have filed notice of an increase of capital stock from $25,000 to $50,000.

Sullivan, Ind.—The Hardware concern of John Davis & Sons, established in this city for thirty-three years, has been purchased by Jacob F. Hoke, of the Hardware firm of French, Long & Co. The two concerns will be consolidated.

Wabash, Ind.—Carpenter, Alber & Co. have purchased of Coate Bros. the stock of the latter at their store on the south side.

Wilcox, Neb.—The firm of Wright & McKay, Hardware dealers, have dissolved partnership. Gaylord Wright will continue the business.

Yardley, N. J.—Edward N. Meloney has purchased the good will, stock and fixtures of the Main Street Hardware store from his brother, Elisha W. Meloney. William F. Milnor, the former clerk of the establishment, will remain as manager.

Business Embarrassments.

Doylestown, Pa. — Dannemiller Bros., Hardware merchants, have made an assignment to Stephen Dannemiller. The assets are believed to be about $10,000; liabilities, $12,000.

Fires in Hardware Stores.

Arkport, N. Y.—Hiram Ellis' Hardware store has been destroyed by fire.

Bryn Mawr, Pa.—A lamp explosion in the show window of James Essey's Hardware store caused damage amounting to $150.

Columbia, Tenn. — Dobbins & Ewing, Hardware merchants, stock damaged by fire at a loss of $23,000; insured for $13,000.

Columbia, Mo.—Garth & Estes' Hardware store has been destroyed by fire.

Fort Worth, Tex.—The Hardware house of T. W. Lake, corner Second and Houston Streets, has been damaged by fire. Loss, $200 or $300.

Hingham, Mass.—The Hardware store of Rich & Marble has been damaged by fire. Loss, $3500; insured.

Kane, Ill.—Cory & Newton's Hardware ware store has been damaged by fire. Loss, $7000.

Lancaster, N. H.—King, Keir & McCaffrey, Hardware, damaged by fire. Loss, $10,000; insured, $3500.

Lewisburg, Tenn. — Woods & Wiggs, Hardware merchants, damaged by fire; fully covered by insurance.

Marion, Ill.—The Hardware stock of H. M. Parks & Co. has been destroyed by fire.

Palmetto, Ga.—S. Zellars' Hardware store has been destroyed by fire.

Paterson, N. J.—The Hardware store of George Christie, Fair and Washington Streets, has been damaged by fire.

Philadelphia, Pa. — William Goodwin, Hardware, No. 1129 Ridge Avenue, damaged by fire at a loss of $500.

Sheldon, Vt.—The Hardware store and tin shop of Dixon & Mower has been burned. The loss on the stock is $4000, insured for $3000. The loss on the store, shed and barn attached was $2000, insured for $1000.

Burglaries in Hardware Stores.

Irwin, Pa.—McGrew's Hardware store, $100.

Lake Charles, La.—Murray-Brooks Hardware Co., revolvers.

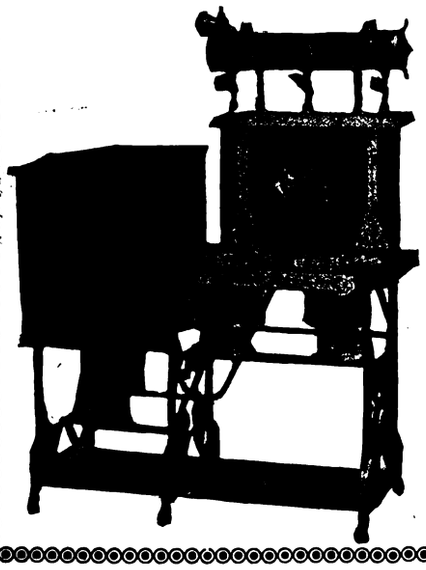
Mansfield, Tex.—J. H. Harrison, knives.

Mobile, Ala. — Barney-Cavanagh Hardware Co., small loss.

St. Louis, Mo.—George R. Plowman, No. 2301 Washington Avenue, $150.

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FULLY EQUIPPED FOR 1899.



With a full and complete line of Gasoline, Vapor and Evaporating Stoves; Blue Flame Oil Wick and Wickless Stoves; and Gas Ranges.

We call special attention to our new

"CRESCENT" VAPOR STOVE,

which for durability, simplicity and absolute safety, is unsurpassed; no drip-cup; lights instantaneous; side feed, and removable tank. The stove of the future!

Send for Catalogue and further particulars

The Dangler Stove & Mfg. Co.,

.... CLEVELAND, OHIO.

The CARPENTER Grass Hook.



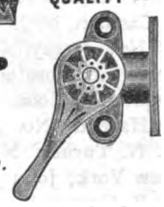
Oil-tempered blades,
Hard wood handles,
Strong malleable ferrules.
For sale by Hardware Jobbers.

F. E. CARPENTER,
Sole manufacturer,
105 Park Place, NEW YORK.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.

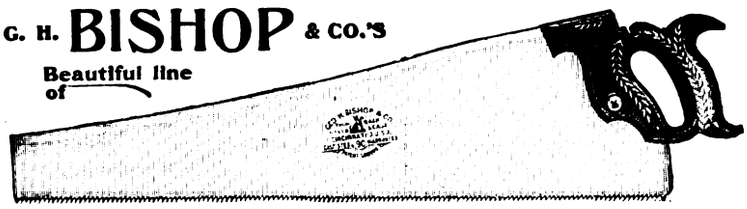


Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,
CLEVELAND, OHIO.

SAWS G. H. BISHOP & CO.'S Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives.
KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

TAPS, DIES, SCREW PLATES, REAMERS, Etc., Etc.



Send for Price List.

Wiley & Russell Mfg. Co.
GREENFIELD, MASS.

"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

"IN YOUR COLUMNS FROM THE FIRST."

Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

"DAILY FEEL THE BENEFIT."

Energy Mfg. Co., Philadelphia, Pa. [*Dumbwaiters*]: We daily feel the benefit of our card in your columns.

CALCIUM KING

ACETYLENE GAS

: BICYCLE : LAMP :



Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,
Waterbury, Conn.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Baraga, Mich.—The Baraga Stove Co. has been incorporated by G. Nester, F. P. Nester and J. F. Nester. Capital stock, $10,000.

Belding, Mich.—The Sanitary Refrigerator Co. has been organized under the State aw with $100,000 capital and the following officers elected: President, J. S. Weidman, of Weidman; vice-president, W. D. Ballou, Belding; secretary, Dr. George E. Parker, Belding; treasurer, D. C. Collins, Carson City.

Bridgeport, Conn.—The Bridgeport Boiler Works Co. has been incorporated by E. J. Morgan, E. C. Spaigo and H. B. Smith; to deal in steam heating appliances. Capital stock, $10,000.

Bridgeport, Conn.—The Challenge Cutlery Association has been incorporated by W. M. Tansey, H. S. Dormitzer, C. Kloefkorn and G. Stoddard; to manufacture cutlery. Capital stock, $50,000.

Camden, N. J.—The Rival Saw Mfg. Co. of New Jersey, No. 317 Market Street, has been incorporated; to manufacture saws. Capital, $50,000. Incorporators: Wm. F. DeHarendt, No. 331 Arch Street, Camden; C. N. Turner, No. 309 West 116th Street, New York; John J. Von Julay and Charles L. R. Campbell.

Chattanooga, Tenn.—The charter of the Chattanooga Wheelbarrow Mfg. Co. has been filed in the Secretary of State's office. The capital stock is placed at $2000, and the incorporators are: R. B. Henderson, M. H. Clift, J. M. Rawlings, Jr., George M. Arnold and D. S. Henderson.

Chicago, Ill.—The Buck Heating Co. has been incorporated by D. C. Catlin, W. B. Moulton and H. M. S. Barbee; to manufacture heaters. Capital stock, $2500.

Cincinnati, Ohio.—The William E. Gang Co. has been incorporated by W. E. Gang, C. B. Erhart, J. Mills, V. N. Deyon, A. L. Smith and F. W. Bauer; machine tools. Capital stock, $12,000.

Cleveland, Ohio.—The Zenith Mfg. Co., incorporated by E. D. Berry, B. L. Belding, A. W. Funk, S. H. Johnson and W. H. Marlatt; Hardware. Capital stock, $10,000.

Detroit, Mich.—The Day Metallic Mfg. Co. has been incorporated by F. P. Day, A. C. Peoples and J. Conlin; plumbers' specialties. Capital stock, $25,000.

East Orange, N. J.—The National Tinplate & Stamping Ware Co. has been incorporated by Daniel G. Reid, Wm. B. Leeds and James B. Dill: to manufacture iron, tin, black plates, steel, enameled ware, etc. Capital stock, $20,000,000.

Hoboken, N, J.—The Fergusson Lock Co. has been incorporated by Allan R. Fergusson, Jerome W. Hull, Alex C. Young, James P. McGovern and Anderson F. Hard; to manufacture locks of every kind. Capital stock, $100,000.

Marietta, Ohio.—The A. T. Nye & Son Co. has been incorporated by G. L. Nye, H. B. Nye, A. Nye, R. L. Nye and J. W. Nye; to manufacture stoves, furnaces, etc. Capital stock, $50,000.

Minneapolis, Minn.—The American Keyless Lock Co. has been incorporated; to manufacture keyless locks. Authorized capital, $250,000. Incorporators: A. H. Beyer, White Plains; W. S. Monroe, H. M. Billings.

New York, N. Y.—The Blackford Supply Co. has been incorporated by J. H. Blackford, E.C. Mc. Blackford; to deal in plumbers' and builders' supplies. Capital stock, $10,000.

New York, N. Y.—The New York Steel Fence Co. has been incorporated by Thomas B. Ferguson, W. S. Estey, W. O. Chapman; to manufacture steel and iron wire for fencing and netting. Capital stock, $75,000.

Pawtucket, R. I.—The Potter & Johnston Co. has been incorporated by J. C. Potter, John Johnston, D. T. Brown and James Johnston; to manufacture and deal in machinery and machine tools. Capital stock, $100,000.

Portland, Ore.—Adams' Fireproof Stove Blacking Co. has been incorporated by B. B. Youmans, W. I. Adams, S. L. Adams and W. T. Lewis.

Sauk Centre, Minn.—The United Mfg. Co. has been incorporated, for the purpose of manufacturing washing machines, dish washers, etc. The capital stock is $100,000.

South Orange, N. J. — The National Wrench Co. has been incorporated by H. W. Harris, J. C. Farnsworth and E. Von Kusserow; to manufacture wrenches, tools, etc. Capital stock, $60,000.

Springfield, Mo.—The Logan Stove & Tinware Co. has been incorporated by E. Lovan; H. Schneider, C. Everetz and A. B. Lovan, to manufacture stoves, queensware, etc. Capital stock, $10,000.

Springfield, Ill.—The Wilmington Tinplate Co. has been incorporated with a capital stock of $250,000.

St. Louis, Mo.—The Piggott Stove Co. has been incorporated by G. Richter, J. H. Rhea, John G. O'Keefe and Fred C. Lake. Capital stock, $10,000.

St. Louis, Mo. — The Ranz-Lambrecht Stamping Tools & Mfg. Co. has been incorporated. Capital stock, $5000. Incorporators: Jacob Ranz, A. Lambrecht and L. Lambrecht.

Changes and Improvements.

Appleton, Wis. — The Appleton Wire Works Co. have decided to add a weaving, also a winding department, to their plant, and the necessary buildings will be constructed within the next few months.

Buffalo, N.Y.—The plant of the Standard Radiator Co., at the corner of Heacock and Roseville Streets, has been sold to the American Radiator Co. The Standard plant is well equipped for the manufacture of all kinds of radiators and everything used about them. The shop has employed at times 400 men and has made 3,000,000 feet of pipe in a year. The American Radiator Co. now own two plants in this city. The Pierce plant was purchased some time ago. Two large plants in Detroit are also owned by this company.

Cincinnati, Ohio.— The Cincinnati Machine Tool Co. have purchased the buildings of A. H. Kerkhoff & Co., and the two plants will be merged.

Cincinnati, Ohio.—The National Brass Works Co. have determined to construct an addition 100x200 feet in size.

Cleveland, Ohio.—It is stated that the Born Steel Range Co. have determined to make an addition to their plant, which will be 50x250 feet in size.

Cleveland, Ohio.—The Garry Steel Mfg. Co. will replace their building recently destroyed by fire by a structure 325x100 feet in size.

Freeport, Ill.—The Arcade Mfg. Co. have decided to construct an addition to their plant, which will considerably increase their present output.

Ironton, Ohio.—The Marting Iron & Steel Co. has been chartered, with $200,000 capital stock. It has secured control of the Aetna furnace property. H. A. Marting is one of the principal directors.

Kansas City, Mo.—The Prest Heating Co. will erect a new foundry building.

Lynchburg, Va.—The Lynchburg Brass Mfg. Co., amendment has been made to charter, changing the name to the Lynchburg Hardware Mfg. Co., and increasing capital stock, so that it shall not be less than $20,000, nor more than $100,000.

Newcastle, Pa.—The Wire Novelty Works will be removed to Sharpsville, where the citizens have taken $30,000 in stock in the concern.

Toledo, Ohio.—The Toledo Tool & Machine Co. have secured new quarters for their business, which will considerably increase their facilities.

Worcester, Mass.—A five-story addition is to be made to the factory of the Wire Goods Co., No. 20 Union Street, for which plans are now being drawn by Baker & Nourse. The addition will be 50x100 feet, and of brick, and will make room for the rapidly increasing business of the company. It will manufacture all kinds of wire goods and Hardware.

Recent Fires.

Brooklyn, N.Y.—Fire has partly destroyed the three-story brick factory occupied by the Jones Tubing Co., at No. 63 Kent Street, Greenpoint. The loss is estimated at from $15,000 to $20,000.

Monmouth, Ill.—Fire has destroyed the remnant of the old Weir Plow Co.'s plant in this city. Loss, $25,000.

Philadelphia, Pa.—Hoopes & Townsend, bolts, nuts and screws, damaged by fire at a loss of $75,000; fully covered by insurance.

Philadelphia, Pa.—The William S. Cooper Brass Works, damaged by fire at a loss of $50,000; insured for $20,000.

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"AUTOMATIC"

BURNS ACETYLENE GAS.



No Absorbents.
No Regulating Valves.
No Attention Required.
Burns best when left alone.
Prices to suit the times.

Self-Governing.

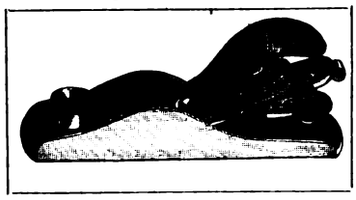
Send for Circular fully descriptive. . . .

The Plume & Atwood Mfg. Co.,

NEW YORK.
CHICAGO.

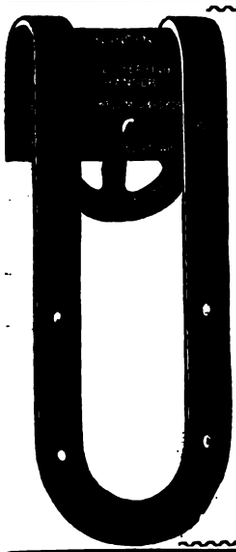
SARGENT'S PLANES.

Strictly first class tools for good mechanics. Fully Warranted.



Mechanics want them. Hardware dealers should sell them.

Sargent & Co., Manufacturers, New Haven, Conn., New York. Philadelphia. Boston.



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FORY. CO.,
So. Milwaukee, Wis.

HORSE SHOER'S KNIFE STONE.



Made to fit the hook of a farrier's knife. Something every blacksmith actually needs. Put up one dozen in a Display Box.

Send for Catalogue . . of . . Scythe Stones, Oil Stones, Razor Hones and Sharpening Stones for all purposes.

THE PIKE MFG. CO., - PIKE STATION, N. H.

WANTED

JOB AND SPECIAL LOTS FOR SPOT.

. . . SEND FULL PARTICULARS. . .

BROWNE & MANSFIELD,
245 BROADWAY, NEW YORK.

TRADE MARK.



GOULD'S
STEAM & WATER PACKING

Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.

THE GOULD PACKING CO.,
A. CHIPMAN, Treas. EAST CAMBRIDGE, MASS.

Size ⅜ Inch.



CHEAPEST
IN THE WORLD.

J. M. LITCHFIELD,
458 Quincy St.,
Brooklyn, N. Y.

FOR EXPORT.

Hardware, Cutlery, Brass and Wire Goods

WRITE US FOR QUOTATIONS.

Address
Foreign Department.

LOEB & CO.,
19 CLINTON PLACE, NEW YORK.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Augusta, Ga. — The Thomas & Barton Co. has been incorporated by F.M.Thomas, E. C. Barton, H. H. Alexander, J. B. Schweers, J. H. Williams and others; for the purpose of dealing in bicycles, musical instruments, etc.

Bala, Pa.—William A. Olmstead will open a new Hardware, bicycle and sporting goods store. He will also conduct an electric and bicycle repairing department.

Boston, Mass.—Sprague & Bell is the name of a new firm that has opened a store at No. No. 243 Columbus Avenue, where they will handle a number of well-known makes of wheels.

Brooklyn, N. Y.—The Tonkin & Smith Co. has been incorporated by G. Tonkin, G. A. Smith and J. Tonkin; to manufacture bicycles. Capital stock, $10,000.

Detroit, Mich.—The Detroit Rubber Tire Co. has been incorporated by G. W. Barnes, V. Edwards and M. E. Edwards. Capital stock, $6000, all paid in.

Fairbury, Neb.—Howell Bros., sporting goods, etc., will open new store about March 1st.

Grand Forks, N. Dak.—Redwing & Ellerstad.

Jamaica, N. Y.—A horseless wagon company has been organized at this place, with F. W. Dunton, president; Charles E. Trombley, vice-president, and John H. Eldert, secretary and treasurer. Capital stock, $150,000.

Minneapolis, Minn.— The American Bicycle Club has been incorporated by F. Fremont, L. B. Reed and A.F. Nelson. Capital stock, $10,000.

Newark, N. J.—The Condon & Ferry Co. has been incorporated by George W. Condon, Jr., George W. Condon, Sr., and George A. Ferry; to manufacture bicycles, etc. Capital stock, $10,000.

Ottawa, Ill.—The Ottawa Cycle Co. has been incorporated by F. Hathaway, G. E. Serviss and R. C. Hitt; to manufacture bicycles. Capital stock, $3500.

Portland, Me.—The K. & C. Mfg. Co. has been incorporated, with a capital of $100,000, of which $500 has been paid in. They will manufacture bicycle rims. The officers are as follows: President, Edward R. Milliken; treasurer, Clinton Lovell. Directors: Clinton Lovell, Edward K. Milliken, A. J. Desmond, Josiah Quincy and Harry W. Bates,

Portland, Me. — The Marsh Motor Carriage Co. has been organized for the purpose of the manufacture and sale of self-propelled vehicles. The company has an authorized capital stock of $500,000. The officers are: President, Alonzo R. Marsh, Brockton, Mass.; treasurer, W. Clifton, Brockton, Mass.

Portland, Me.—The New England Motor Carriage Co. has been incorporated, to manufacture motor carriages. Authorized capital, $1,000,000. Capital subscribed, $250. Incorporators: W. P. Burnell, F. M. Young, Boston; A. N. Goodhue, Somerville, Mass.; C. A. Sherry, Waltham, Mass.; W. A. Ingham, Lowell, Mass.

Racine, Wis.—Eugene Gillett and Arthur D. Smith have formed a partnership and have opened a cycle store.

Richmond, Ky. — Douglas & Simmons, sporting goods, etc., have opened new store.

San Diego, Cal.—The San Diego Cycle & Arms Co. has been incorporated.

Sherwood, Mich.— Darrow & Warner, sporting goods, etc., new firm, have commenced business.

Syracuse, N. Y.—The Trebert Automatic Coaster & Brake Co. has been incorporated. Authorized capital, $10,000. Paid in, $2000. Incorporators: F. W. Gridley, C. A. Benjamin, H. Trebert and W. A. Wynkoop.

Thompsonville, Conn. — C. P. Ball, of Hartford, Conn., is to establish a plant for the manufacture of bicycles.

Trenton, N. J.—The American Saddle Co. has been incorporated, to manufacture and deal in bicycles, saddles and bicycle fixtures. Capital stock, $1,800,000.

Toronto, Ont.—The Toronto Cycle Supply Co., located in the Yonge Street Arcade, have commenced business.

Vancouver, B. C.—Johnson & McPhail, sporting goods, etc., new firm, have commenced business.

Changes and Improvements.

Anderson, S. C.—W. S. Simpson & Co. have been succeeded by the Thompson Cycle Works.

Asbury Park, N. J.—Zacharias & Co., bicycles, etc., reported to have dissolved partnership.

Baltimore, Md.—Reinewald & Gunther, bicycles, etc., reported to have dissolved partnership.

Bay City, Mich.—F. Cedar is building an addition to his bicycle store on Garfield Avenue.

Carlisle, Pa.—A. C. Kaufman has sold his bicycle business to J. Kaufman.

Catskill, N.Y.—R. D. Miller has purchased the interest of G. F. Tolley in the firm of Tolley & Wynkoop, and the business will be continued by Miller & Wynkoop.

Chelsea, Mass.—Francis E. Winslow has added bicycles to his plumbing business.

Chicago, Ill.—The Chicago Bicycle Rack Co. has changed its name to the Wallingford Mfg. Co., and will do general manufacturing.

Erie, Pa.—The firm of Roth & Chambers has been dissolved, and each member of the old firm will continue in business for himself.

Fort Wayne, Ind. — Meyer & Black, bicycles, succeeded by the Meyer Cycle Co.

Kalamazoo, Mich.—Rhodes & Co., bicycle dealers, have dissolved partnership.

New Sharon, Iowa.—Garner & Sheehan, bicycles, etc., reported to have dissolved partnership.

New Tripoli, Pa.—A. G. Keiser is erecting a new building which will be used by him as a bicycle and jewelry store.

Saratoga, N. Y.—Tracy W. Nichols has sold out to Michael Kerley.

Springfield, Ill.—William Schermerhorn, bicycles, succeeded by Schermerhorn & Cook.

St. Joseph, Mo.—The Wyeth Hardware & Mfg. Co. will discontinue their retail bicycle store, and have placed their line of bicycles with the Seick Mfg. Co., No. 106 South Third Street, which company has taken the agency of the St. Joe Special and Geneva bicycles, formerly sold by the Wyeth Hardware & Mfg. Co.

Terre Haute, Ind.—A new firm, Pugh & Rottman, will succeed McClusky & Pugh at No. 101 South Sixth Street. Several well-known lines of wheels will be represented. Repairing will be done.

Vining, Kan.—The Vining Hardware Co., sporting goods, etc., stock has been purchased by D. Graham.

Waltham, Mass.—An interest in the business of Worcester Bros. has been purchased by George Easton, and the firm name will be changed to Worcester & Easton.

Washington, D.C.—J.D. Arnold, bicycles, No. 1325 New York Avenue, is offering bicycle business for sale.

West De Pere, Wis. — Rabbideau & French, bicycles, etc., stock purchased by W. M. Workman & Co.

Wilkesbarre, Pa.—Beels & Ferter, bicycle dealers, have dissolved partnership.

Wolsey, S. D. — Snyder Bros., sporting goods, etc., succeeded by E. O. Snyder.

Recent Embarrassments.

Amsterdam, N. Y.—Barkhuff & Conover, reported to have made an assignment.

Westfield, Mass.—A. A. Sanborn, bicycle dealer and repairer, has filed a petition in bankruptcy.

Recent Fires.

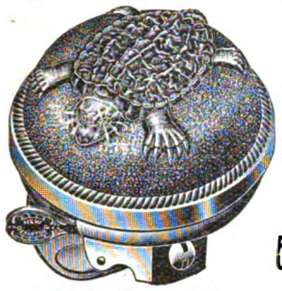
Indianapolis, Ind.—The Duthie Chain Co. has been burned out and a large amount of stock ruined. Fully covered by insurance.

Port Huron, Mich.—The Huron Cycle & Electrical Co., bicycles, etc., damaged by fire at a loss of over $1500. Over 200 bicycles were damaged.

Rochester, N. Y.—The large factory of M. Butler, situated on the third floor of the Rochester Power Co.'s building on the corner of North Water and River Streets, was gutted by fire recently. The entire third floor was occupied by Mr. Butler, whose toe-clips and other bicycle specialties were well known to the trade throughout the country, and his loss is estimated at $10,000, on which he had an insurance of $5000.

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NEW CATALOG JUST OUT SHOWS 50 STYLES.

$1.00 Postpaid.

NEW DEPARTURE BELL CO.

BRISTOL, CONN.

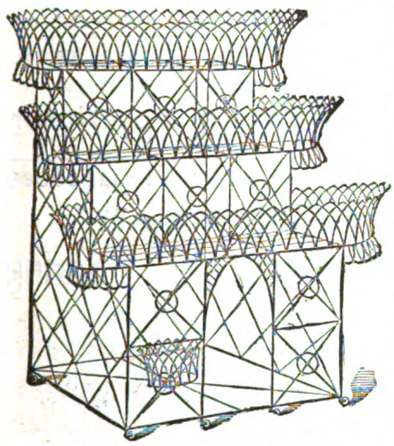
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OF ALL KINDS.

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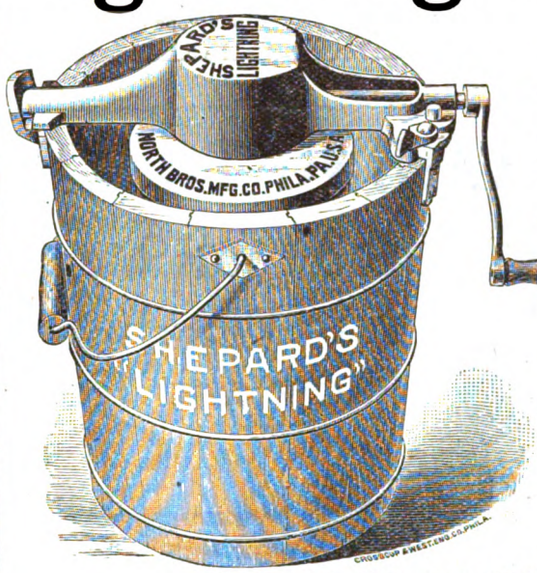
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EXCEL in
Easy running.
Quick Freezing.
Economy.
Convenience.
Practical results.

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New York Agents, John H. Graham & Co., 113 Chambers St. PHILADELPHIA, PA.

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The most complete and best finished line in the world, consisting of . . . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.



No. 1, Length without Bit, Spiral extended, 16¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 16½ in., closed 10½ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

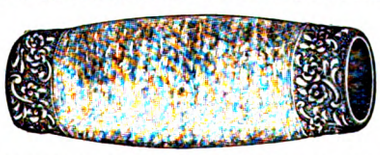
. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

No. 01, Length Spiral Extended, 18 in., closed 11¼ in. No. 02, Length Spiral Extended, 12¼ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO., *Sole Agents,* 67 READE STREET, NEW YORK, U. S. A.



THE CODLING MFG. CO.,
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Manufacturers of . . .

COMPRESSED CORK GRIPS.

LINED OR UNLINED.

All Sizes. With every style of tip.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.

There are others, but none like or equal to the **Centennial.** It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.



Manufactured only by

COONEY, SEINER & CO.,
17, 19 and 21 E. South St., INDIANAPOLIS, IND

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"EVERYTHING IS COMING UP."
BUSINESS IS BETTER AND THERE WILL BE
A LARGER DEMAND THAN EVER FOR OUR

Sheep Skin Mitten.

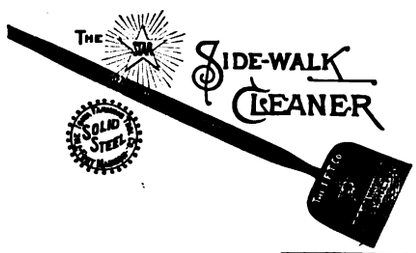


Acknowledged to be the best article for polishing stoves, as it does away with the old time dirtiness of the work, making this work a pleasure. Also invaluable for polishing brass or glass, or silverware, which it does not scratch. For tan shoes and cleaning bicycles it has demonstrated itself a conspicuous success.

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624 Atlantic Ave., Boston, Mass.

WALK CLEANING TOOLS.



Best Tools Made For Clearing Snow and Ice.



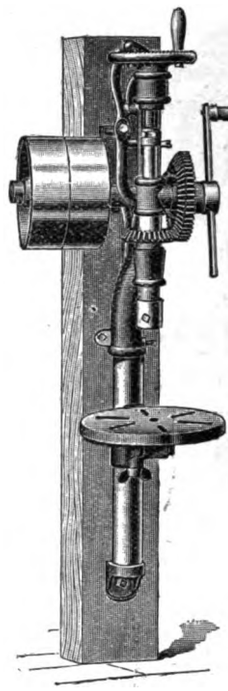
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TO DRILL HOLES. $6.00 TO $85.00

Adapted to use of Blacksmiths, Wagon Makers, Bicycle Repairers and manufacturers that do Light Drilling.

8 SIZES ADVANCE DRILLS. Hand or Power.
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Lever and Screw Feed. Round or Square Base.

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WEIGHT, 125 LBS.,
Hand or Power.
PRICE, - - $13.00.

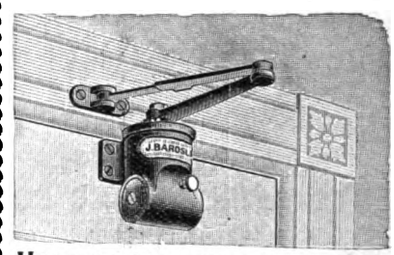
Every Drill made of good material and properly machined and put together....

EVERY DRILL GUARANTEED.

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THE "BARDSLEY"
Oil Door Check and Spring



HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size A,	price each,		$3.50
" B,	"	"	4.00
" C,	"	"	5.00
" D,	"	"	6.00
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Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
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TAPE MEASURES,
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STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS
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WE MAKE BUTCHER KNIVES

for particular people, and please them, too. It is because we are particular about what we make them of and particular about the way they are made. We want to make some knives for you, if you are particular. We find it pays for you and for us to be particular about BUTCHERS' CUTLERY.

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Sash Locks

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The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

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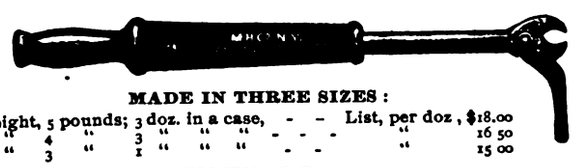
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All GENUINE Guaranteed Pullers have the word GIANT on the Handle.



MADE IN THREE SIZES:

No. 1—Weight, 5 pounds; 3 doz. in a case, - - - List, per doz., $18.00
No. 1½ " 4 " 3 " " " - - - " 16 50
No. 2 " 3 " 1 " " " - - - " 15 00

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MALTBY HENLEY CO., 20 Warren Street, New York, U. S. A.

[From "The Metal Worker."]

GALVANIZED SHEET IRON.

TABLE, Showing Gauges, with Weights per Square Foot; List Price per Pound; Cost per Square Foot at List, together with Cost per Pound and per Square Foot at Different Discounts, ranging from 25 per cent. to 55 per cent.

In this Table prices are calculated to three places of decimals, which is sufficiently accurate for all practical purposes.

Gauge Number		20	21	22	23	24	25	26	27	28
Weight per square foot, oz		28	24	21	19	17	16	15	14	13
List price per pound		.12	.13	.13	.13	.13	.14	.14	.15	.16
Cost per square foot at List		.21	.195	.171	.154	.138	.14	.131	.131	.13
Cost 25 per cent. Discount	per lb	.09	.098	.098	.098	.098	.105	.105	113	.12
	per square foot	.158	.146	.128	.116	.104	.105	.098	.098	.098
" 27½ " "	per lb	.087	.094	.094	.094	.094	.102	.102	.109	.116
	per square foot	.152	.141	.124	.112	.10	.102	.095	.095	.094
" 30 " "	per lb	.084	.091	.091	.091	.091	.098	.098	.105	.112
	per square foot	.147	.137	.119	.108	.097	.098	.092	.092	.091
" 32½ " "	per lb	.081	.088	.088	.0 8	.088	.095	.095	.101	.108
	per square foot	.142	.132	.115	.104	.093	.095	.089	.089	.088
" 33½ " "	per lb	.08	.087	.087	.087	.087	.093	.093	.10	.107
	per square foot	.14	.13	.114	.103	.092	.093	.088	.088	.087
" 35 " "	per lb	.078	.085	.085	.085	.085	.091	.091	.098	.104
	per square foot	.137	.127	.111	.10	.09	.091	.085	.085	.085
" 37½ " "	per lb	.075	.081	.081	.081	.081	.088	.088	.094	.10
	per square foot	.131	.122	.107	.096	.086	.088	.082	.082	.081
" 40 " "	per lb	.072	078	.078	.078	.078	.084	.084	.09	.096
	per square foot	.126	.117	.102	.093	.083	.084	.079	.079	.078
" 42½ " "	per lb	.069	.075	.075	.075	.075	.081	.081	.086	.092
	per square foot	.121	.112	.098	.089	.079	.081	.075	.075	.075
" 45 " "	per lb	.066	.072	.072	.072	.072	.077	.077	.083	.088
	per square foot	.116	.107	.094	.085	.076	.077	.072	.072	.072
" 47½ " "	per lb	.063	.068	.063	.068	.068	.074	.074	.079	.084
	per square foot	.11	.102	.09	.081	.073	.074	.069	.069	.068
" 50 " "	per lb	.06	.065	.065	.065	.065	.07	.07	.075	.08
	per square foot	.105	.098	.085	.077	.069	.07	.066	.066	.065
" 52½ " "	per lb	.057	.062	.062	.062	.062	.067	.067	.071	.076
	per square foot	.10	.093	.081	.073	.066	.067	.062	.062	.062
" 55 " "	per lb	.054	.059	.059	.059	.059	.063	.063	.068	.072
	per square foot	.095	.088	.077	.060	.062	.063	.059	.059	.059

Hopkins' "Handy Notes and Queries."

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PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS & WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

GEO. W. NOCK, Manufacturer of
KEYS AND Locksmiths' Supplies,
BICYCLE Supplies. . .
146 No. 4th St., PHILADELPHIA.

BEST INVESTMENT EVER MADE.
Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

WILLIS SAP SPOUT
In one piece with hook. Handsomely made from tinned malleable iron. Far superior to all others. Full line of other Maple Sugar Goods.
WILL NOT BREAK. Send for Circular.
CHARLES MILLAR & SON, Utica, N. Y.

EXPANSION BOLTS.
Ask for Catalogue B.
Single and Double.
For fastening all kinds of structure to brick and stone work.
STEWARD & ROMAINE MFG. CO.,
SOLE MANUFACTURERS, Philadelphia.

IRON & WIRE FENCING
ELLIS & HELFENBERGER,
500 SENATE — INDIANAPOLIS, IND

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

WANTED—Stenographer; young man experienced in retail Hardware. Salary first year, $60 per month. Address, with letters of reference, Box 5, Durango, Colo.

SALESMAN of experience having an acquaintance with the Hardware and implement trade in States of New York, New Jersey and Pennsylvania, desiring a situation will please address M. S. L., office of HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

BUILDERS and general Hardware salesman of eight years' experience on road and in store desires situation where push, good habits and ability will be appreciated Am competent to take charge of buying and selling of above and can give best of references. Address W. V. S., care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address BOX 93, care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY experienced and up-to-date builders' Hardware salesman, familiar with plans and specifications and estimating on same; fully competent of taking entire charge of this department, wishes position with a good house, that will appreciate ability and good character. Address F. O. B., care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (28), American, Southerner, has had four and a half years' experience as machinist and two years in Hardware store direct, wishes to connect himself with Hardware house, where he can make himself generally useful. Best references. Address BOX 60, care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted in the Hardware line. Have filled positions from salesman to buyer. What have you to offer? Age 29. Trained. Address H.W., care HARDWARE, No. 143 Chambers Street, New York.

OUTSIDE position as salesman or superintendent, in this city and vicinity. Practical man, thoroughly posted in all systems of heating and ventilating, also range and restaurant work and builders' Hardware. Well acquainted with architects and builders. Can influence trade and secure business. Will work at moderate fixed salary, or low salary and percentage on business handled. Address HICKEY, No. 106 West Sixty-first Street, New York.

A PLUMBER, strictly first class, desires work in city or country; twenty years' experience; understands plans; can estimate, and furnish first-class references as to honesty, sobriety and ability. Willing to go anywhere. Address JAMES USHER, No. 475 East 115th Street, New York City.

WANTED—Collector, messenger or any outside position by a young man 36 years old. Ten years with last employer. Address X., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as Hardware salesman. Competent in all branches. Special experience in mechanics' tools, cutlery, sporting goods and builders' Hardware. Can estimate from plans, specifications, etc. Any desired references furnished. Address J. M. A., No. 423 Pearl Street, Burlington, Vt.

A MAN with ten years' experience in the iron business as office man and salesman, is open for an engagement in like position. Address BOX 2, care HARDWARE, No. 143 Chambers Street, New York.

ACTIVE man, 30 years of age, with ten years' experience in office of wholesale Hardware house, and five years on road for same house, wants position as office man or salesman. W. H. R., No. 326 West Twentieth Street, New York.

THOROUGH Hardwareman, married, strictly sober; a hustler; with A1 reference, desires position as manager of Hardware and house-furnishing goods store. JOHN T. NUTTALL, No. 222 Dickinson Street, Philadelphia, Pa.

YOUNG MAN (33) would like position with a wholesale Hardware house; 14 years' experience in builders' and shelf Hardware with one firm, both inside and on the road. Address C. P. S., No. 88 Chambers Street, New York.

COMPETENT office man (22), four years' experience, having references, being just mustered out of volunteer army, am without employment, and desire position with chance of advancement. Willing to start on moderate salary. J. A. B., No. 9 Orange Street, Charleston, S. C.

MACHINIST and tool-maker, designer of antomatic machinery and special tools, desires position; fifteen years' successful experience. Address "NEW ENGLAND," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman; any line; traveling or New York, by a young man with six years' experience in Hardware and electrical business. JOS. P. HITTORFF, No. 117 Chambers Street, New York.

SALESMAN (25), three good references covering eleven years' experience of good class house-furnishing and cabinet ironmongery; one year in West End of London. Address F. C., care HARDWARE, No. 143 Chambers Street, New York.

BUILDERS' Hardware salesman, thoroughly experienced, wishes position with good house, where ability and good habits will be appreciated; am familiar with plans and specifications, and estimating on same, and am competent of taking entire charge of this department. Address D. A. R., care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted by young man, age 25, seven years' experience in Hardware and cutlery importation; knowledge of French, and capable of acting as salesman or office manager. Address RELIABLE, care HARDWARE, No. 143 Chambers Street, New York.

POSITION as house or road salesman, 15 years in retail Hardware and stoves, a little in road work; best of references. Address L. B. 84, Castile, N. Y.

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Situations Wanted.

CORPORATION accountant, ten years' experience as office manager, bookkeeper and purchasing agent; American; 35. Highest references. Address BOX 90, care HARDWARE, No. 143 Chambers Street, New York.

BY a heavy Hardware and mill supply salesman, with ten years' experience in this vicinity, and as traveling salesman through the principal cities of the East and West; thoroughly conversant with transmission power in all its branches. A1 references will be furnished. Box 91, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN wants position; fifteen years' experience in Hardware store and house-furnishing goods. Twenty-eight years of age. Married. A1 references. Address BOX 89, care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man, American (21), steady and of good habits, would like a situation in some good Hardware house; familiar with carpenters' tools; references. Address CARPENTER, No. 318 Thirteenth Street, Brooklyn, N. Y.

WANTED—A position by a young man having had ten years' practical experience in Hardware in all its branches. S. M. C., care HARDWARE, No. 143 Chambers Street, New York.

A THOROUGHLY reliable man of good business experience wants any kind of responsible position. Has special knowledge of bicycle trade. CAREY, No. 500 West 166th Street, New York.

PRACTICAL mechanical engineer and foundryman thoroughly conversant with all details of engine, boiler and machinery, steam and water heating and ventilating, brass and iron foundry practice, etc. Good draughtsman. Accurate at figures and estimating, bookkeeping and accounting; capable of handling men; systematic and economical manager. Desires position with foundry or manufacturing concern, January 1, 1899, or sooner. Moderate salary. Good references. Please address E. W. D., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as salesman for manufacturing concern, or position in retail house; well up in specialties, tools and bicycles. Address "HARDWARE," No. 58 Belmont Avenue, Jersey City, N. J.

POSITION wanted by experienced bookkeeper and office man. Eight years with wholesale cutlery house, in charge of books, credits, collections and correspondence. Leaving on account of change in firm. Address T. E. T., No. 69 Pearl Street, Boston, Mass.

WANTED a position in the Hardware Trade or factory, 20 years' experience as bookkeeper, bill and entry clerk, 12 years with one firm good reference from last employer. Address G. H. JACKSON, 76 Linden Avenue, Jersey City, N. J.

Side Line Wanted.

TRAVELING salesman wants good selling line on commission for Hardware, cycle or allied trades. Address F. F., care HARDWARE, No. 143 Chambers Street, New York.

AN A1 salesman wants a few lines of commission goods. Must be A No. 1 goods. Field: Ohio, Michigan, Indiana, Illinois and Kentucky. State commission. Address Box 323, Thorntown, Ind.

Side Line Offered.

SALESMEN wanted to sell our new patent Toler Liquid Door Check and Spring, on commission as a side line. See advertisement on page 3 of this number of HARDWARE. W. H. QUINN & Co., No. 103 Chambers Street. New York.

SALESMAN wanted, to carry two small staple articles as side line that sell to Hardware trade. Liberal commission. Address W. H. MASON & Co., Leesburg, Ohio.

SALESMAN, Eastern States; to take staple line of Hardware as side line, on commission; state territory. Address Box 66, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. Co., Rock Falls, Ill.

Hardware Business For Sale.

HARDWARE, coal and lumber business in a town of 3000 population. No other Hardware store or lumber yard within ten miles. Inventory January 1, 1890, $10,000. A rare chance to right party. Address J. C. SENDEL, Weatherly, Pa.

A COMPLETE stock of Hardware, stoves and tinware, paints, oils, plumbing and tinning, steam and hot water heating; water works now going on, can have the tapping of mains. Established ten years and no opposition. Right party can make $1500 per year over expenses. Nearest Hardware, ten miles in a thriving town in Pennsylvania. Will sell property if wanted or will rent reasonable. Reason for selling, going to retire from business. Address Box 92, care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE business on Pacific Avenue, Tacoma. Stock inventories $20,000. Manager recently deceased and owners desire to sell. Business established in present location ten years ago. Address THE SYNDICATE Co, No. 503 California Building, Tacoma, Washington.

A NICE, clean stock of Hardware, located in one of the largest and most thriving towns in New England, is offered for sale on account of the owner's poor health. The business has been established twenty years; is in the best location in the town, and in a thrifty condition. The stock will invoice at about $10,000. To a party with the cash it offers a splendid opportunity. Address A., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

File Factory for Sale.

ON Saturday, April 1, 1899, the plant of the late McClellan File Co. will be sold at the Saginaw County Court House, by the Circuit Court Commissioner, to satisfy mortgages about one-third the value of the plant, which will be sold entire, comprising real estate, buildings and all machinery. The factory has a capacity of 500 dozen files per day, and is one of the most thoroughly equipped file plants in the country. Plenty of cheap fuel. An elegant opportunity on a small capital to manufacture files for the trade, or to operate it as a re-cutting factory. For further particulars, address GEO. J. LITTLE, Saginaw, Mich., for mortgagees.

Agency Wanted.

A PARTY with many years' experience on the road, and who has a first-class agency for the United States, would like to add one or two more lines, or would join with another who has good agencies. Address B., care HARDWARE, No. 143 Chambers Street, New York.

EXPERIENCED Hardwareman desires to represent manufacturers or jobbing houses of Hardware and house-furnishing, or anything in the building line. Have a very good standing among contractors and building fraternity of Cleveland, Ohio, and vicinity. Address CHAS. L. HEISER, care the Builders' Exchange, Cleveland, Ohio.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York.

COMPETENT cutlery man, residence, Colorado; twenty years in business, four years road work, wants agency for first-class cutlery firm or manufacturer in territory west of the Mississippi. Address G. A G., care HARDWARE, No. 143 Chambers Street, New York.

MANUFACTURERS of a good staple article or popular specialty whose prices can meet competition, and who will entertain the subject of representation in New York and vicinity, will find it advantageous to correspond with subscriber, whose firm may prove suitable in experience and repute, and would make arrangement mutually profitable. EDWARD CHARLES, care HARDWARE, No. 143 Chambers Street, New York City.

LIVE man (29) desires to represent manufacturers of small lines and specialties, suitable for the Hardware and house-furnishing trades. New York and vicinity. For particulars, address WM. SMITH, No. 718 Chauncey Street, Brooklyn, N. Y.

Agency Offered.

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. Co Cleveland, O., 823 Society for Savings.

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER Co., New York.

An Opportunity.

OWING to withdrawal of estate interest in a long-established wholesale and retail Hardware business in one of the best New England cities, a connection is desired with some man of capital capable of taking charge of the financial and bookkeeping department of the business. For particulars, address INTEGRITY, care HARDWARE, No. 143 Chambers Street, New York.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING BELLS.



CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.

ELECTRIC BELLS
—AND—
SUPPLIES FOR HARDWAREMEN.

For Catalogues address Dept. H.W.

PARTRICK, CARTER & WILKINS,
125 South Second St., - - PHILADELPHIA.

EGG BEATERS. We make the largest line in the world. Send for samples and prices.
STANDARD CO.,
33 Haverhill St.,
Boston, Mass., U. S. A.



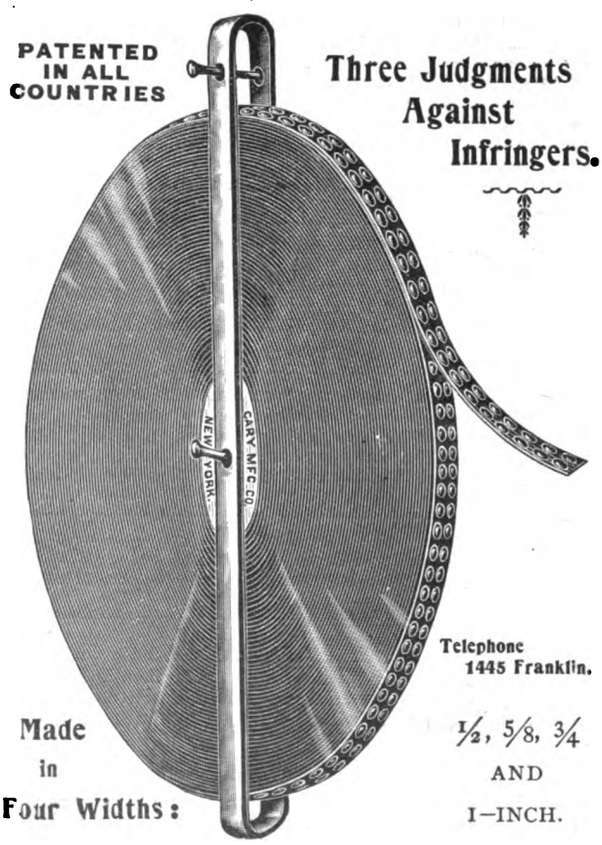
The . . .
"ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

CARY'S UNIVERSAL BOX STRAP.



CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.

Size, Weight, Length and Strength of Iron Wire.

BIRMINGHAM WIRE GAUGE.

Wire Gauge.	Diameter.	Weight of 100 Yards.	Weight of 1 mile.	Length of 1 Bundle.	Length of 1 Cwt.	Direct Strain. Area of Section.	Direct Strain. Breaking Weight.
No.	Inches.	Lbs.	Lbs.	Yards.	Yards.	Sq. in.	Lbs.
5-0	0 546	161 00	2830	39	70	0 163	13070
4-0	0 425	140 00	2460	45	80	0 142	11350
3-0	0 394	120 00	2113	52	93	0 122	9755
2-0	0 363	102 00	1794	62	110	0 103	8280
0	0 331	84 72	1490	74	132	0 086	6880
1	0 300	68 75	1210	91	162	0 071	5650
2	0 280	59 90	1054	105	187	0 062	4930
3	0 260	51 65	909	121	215	0 053	4250
4	0 240	44 00	775	143	255	0 045	3620
5	0 220	37 00	651	170	303	0 038	3040
6	0 200	30 56	538	203	361	0 031	2510
7	0 185	26 15	461	239	428	0 0265	2220
8	0 170	22 10	389	286	509	0 023	1840
9	0 155	18 36	323	342	609	0 0195	1560
10	0 140	14 97	264	420	747	0 016	1280
11	0 125	11 95	211	529	939	0 0125	1000
12	0 110	9 24	163	700	1244	0 010	800
13	0 095	7 05	124	893	1589	0 0071	568
14	0 085	5 51	97	1142	2031	0 0057	456
15	0 075	4 29	76	1468	2608	0 0044	352
16	0 065	3 22	57	1954	3473	0 0033	264
17	0 057	2 48	44	2540	4515	0 0026	208
18	0 050	1 91	34	3150	5600	0 0020	160
19	0 045	1 55	27	4085	7246	0 0016	128
20	0 040	1 22	21	4912	9168	0 0013	104
21	0 035	0 94	17	6416	11980	0 0010	80
22	0 030	0 69	12	8736	16300	0 0007	56

Sizes Expressed in Fractions of an Inch.

15-32 in.—No. 5-0 full	5-16 in.—No. 1 full.	1-8 in —No. 11
7-16 in.—No. 4-0 full	9-32 in.—No. 2	1-10 in —No. 13 full
13-32 in.—No. 3-0 full	1-4 in.—No. 3½	1-12 in —No. 14
3-8 in.—No. 2-0 full	7-32 in.—No. 5	1-16 in.—No. 16
11-32 in.—No. 0 full	3-16 in.—No. 7	1-32 in.—No. 22
	5-32 in.—No. 9	

HOPKINS' "HANDY NOTES AND QUERIES."

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ship Carpenters, Railroad. 40&7½%

Abattoir Cleavers—

N'chols Bros.:
Beef Splitting.. 30%
Packing House 30%

Ammunition—

CAPS, PERCUSSION—$ 1000—
U. M. C. Co. and Hicks, trimmed edge 47 @ 50c
U. M. C. Co. and Hicks ground edge 47 @ 50c
F. L., Waterproof, 1-10 37 @ 40c
Musket, Waterproof, 1-10's 58 @ 60c
G. D 83 @ 85c

CARTRIDGES—
Rim Fire Cartridges 50%
Rim Fire Military 15%
Cent. Fire, Pistol and Rifle 25%
Cent. Fire, Military and Sporting 15%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal. $1.75
Blank Cartridges, 32 cal. $3.50
Primed Shells and Bul'ts 15&5%
B. B. Caps, Round Ball $1.12@1.18
B.B. Caps, Con. Ball, Swgd $1.90

PRIMERS—
Berdan Primers $1.00
B. L. Caps (for Sturtevant Shells) $1.00
All other Primers $1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10%
First quality, 14, 16 and 20 gauge $7.50 20&10%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 35½&10%
Brass Shot Shells, 1st quality 60%
Brass Shot Shells, Club, Rival and Climax 65%

SHELLS, LOADED—
"New Club," Black Powder 40&10&5@40&10&10%
"Black Club," Black Powder 40&10&2½@40&10&5%
"Smokeless" Nitro Powder 40&10&10&10%
"Acme," Dense Nitro Powder 40&10&10&10%
"Trap," Nitro Powder 40&10& 10&10%

GUN WADS—$ 1000—
B.E., 11 up .60c..B.E., 9&10 .70c
B.E., 8 .80c..B.E., 7 .80c..
P.E., 11 up .1.00..P.E., 9&10 .$1.25
P.E., 8 .1.50..P.E., 7 .1.50
20%

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags $ bag $1.45
Drop Shot, sizes smaller than B, 5-lb bags, $ bag $ .35
Drop Shot, B and larger sizes, 25-lb bags, $ bag $1.70
Drop Shot, B and larger sizes, 5-lb bags, $ bag $ .40
Buck Shot, 25-lb bags, $ bag $1.70
Buck Shot, 5-lb bags, $ bag $ .40
Chilled Shot, 25-lb bags, $ bag $1.73
Chilled Shot, 5-lb bags $ bag $ .40
Dust Shot, 25-lb bags, $ bag $2.10
Dust Shot, 5-lb bags, $ bag $ .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb each .25
F, FF, FFF, in canisters of ½ lb each .15
F, FF, FFF, in canisters of ¼ lb each .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each 8.00
No. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb each 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each 4.00
F, FF, FFF, in ½ kegs of 12½ each 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each 1.25
Meal Powder, In kegs of 25 lb each 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb each 1.50
Fourth of July Powder, In kegs of 25 lb each 2.25
Laflin & Rand Smokeless, 10-Can Drums 9.00
Single Canisters 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each $ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb $8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb 1.25
"V. G. P." for Trap Shooting, in Kegs 25 lb 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼ 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb 1.50
Mealed Powder, in Kegs, 25 lb 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder $22.00
Half Kegs, equal in bulk to 12½ lb Black Powder 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder 5.75
Canisters, equal in bulk to 1 lb Black Powder 1.00
Discounts on application.

Animal Pokes—

R. W. Montross,
Camp's Success $ doz. $3.80
Galien Safety $ doz. $3.75
Hartman's Pivot $ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye $ doz. $3.25
Western $ doz. $3.75

Anti-Rattlers—

Fernald, Wire $ doz. pairs. .75
Burton's, No. 2 $ doz. pairs. .75
Burton's, with bolt holder, No. 1 $ doz. pairs. $1.00
Kohler's:
Invisible, No. 3 $ gro. $6.00
Perfect, No. 2 $ gro. $7.00
Bolt Holder, No. 1 $ gro. $9.00

Anvils—

American "Horse-Shoe" 9½@9¾c
Armitage's Mouse Hole 8¾@9¼c
Eagle Anvils, $ lb 9c 15@15&5%
Hay-Budden, Wrought 8½@8¾c
Peter Wright's 9¾@10¼c
Samson 4 &10%
Trenton 8½@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise 40%
Holt's 40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine 75&10@80%
Common Auger Bits 75&10@80%
Cook's N. H. Copper Co 60%
Forstner Pat. Bits 25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 60%
Nobles Double Spur, No. 32 70&10%
No. 10 Extension Lip 40@40&10%
No. 10 Extension Lip pattern car bit 40@40&10%
Pat. Car Bits, No. 10 40%
Pat. Car Bits No. 30 50&10@60%
Ring Augers 70&10%
Pugh's Black 20%
Snell's Jennings' Pattern 70%
Snell's Car Bits 60&10&5%
Russell Jennings' Augers and Bits, 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3 25&10%
Douglass' 33½@33½&10%
Ives 33½@33½&10%
Millers Falls, Goodell 15&7½&10%
Universal, each $4.50 30%

EXPANSIVE BITS—
C. E. Jennings & Co. 33½%
Clark's small, $18.00 50&10@60%
Clarks' Large, $26.00 50&10@60%
Ives' Model, $ doz. $60 50@50&10%
Swan's 40@40&10%

DOUBLE CUT GIMLET BITS—
Common $ gro. $2.75@$3.25
Diamond $ doz. $1.25 40&10%
Douglass' 40&10@50%
C. E. Jenning & Co. 50%
Ladds' 70%
Shepardson's 45&10@50&10%
Snell's: 50@50&10%
Snell's Bell Hangers 60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood 40% for metal 60%
Cleveland Wood Bits for Brace 50&5%
Detroit 60@70%
K. & F. 60&10&10&5%
Morse 60&10&10%
Syracuse, for wood 40%

TWIST DRILLS—
Cleveland 60&10%
K. & F. Straight Shank 60&10%
Morse Straight Shank 60%
New Process 60&10%
Standard 60&10%
Syracuse 60&10%
W. & B. Diamond 60&5@60&10%
W. & B. Universal Self-Oiling 10%

SHIP AUGERS AND BITS—
L'Hommedieu's 15&10@15&10&5%
Snell's 30&10@40%
Watrous' 40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad, $ gr. $3.00@$3.25
H'ld Scratch $ gr. $3.50@$4.00
Pat. Peg $ gr. 38@35c
Sewing, Com. $ gro. 85c@$1.00
Should. Peg $ gr. $1.35@$1.45
Shouldered Brad. $ gr. $1.50@$1.65
Socket Scratch $ doz. $1.00@$1.10
Stanley Rule & Level Handled Brad 40&10%
Patent Pegging 50&10%

Awl and Tool Sets—

Aiken's Awls and Tools: No. 10 $ doz. $7.50; No. 20, $ doz. $10 60&10@60&10&5%
Brad Sets: No. 42, $10.50; 43, $12.50 70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 50%
Ice Awls 55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $18 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 $ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50 40&10%

Axes—

First quality, best brands $5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c $ doz.

HATCHETS—
Collins 10%
Findlay Axe & Tool Co. 50@50&10%
Hunt's, Underhill's or Blood's 40&12½@50%
Peck's:
Champion Blade 45%
Empire Brand 50&10%
Fayette R. Plumb:
Broad, New List 40&7½%
Lathing 40&12½%
Shingling 40&12½%
Warehouse 40&12½%
Vulcan Tool Co 50%
D. Simmons & Co.:
Broad 50&5%
Shingling and Claw 50&5%
Lath, Hunters' etc 50&5%

Axle Grease—

Dixons' "Everlasting."
1-lb box .15
2-lb box .25
10-lb pail $1.20
25-lb keg $2.75
50-lb keg $5.00

Balances—

Chatillon's:

No.	2000	20	30
$ doz.	75c	85c	$1.65 net

Circular Balances 60%
Straight Balances 50%
Circular Spring Balances 50&10@60%
Common 24-lb. $ doz. 80c net.
Ice 50&10%
Straight Spring balances 50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National 50%

Beef Shavers—

Enterprise:
Japanned, each, $6.50 25@30%
Tinned, each, $7.50 25@30%

Bells—

HAND—
Extra Heavy Brass 65&10%
Light Brass 70&10%
Globe (Cone's Patent) 40@40&10%
Silver Chime 40@40&10%
White Metal 70%

DOOR—
Crank, Cone's 10%
Gong, Abbe's 40@40&10%
Gong, Barton's 40&10@50%
Gong, Yankee 55&10%
Lever, R. & E. Mfg. Co.'s 60@60&10%
Multi-Stroke 50%
New Departure 45@50%

COW—
Com'n Wrought 60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List 75%
Texas Star 60&10%
Western, Sargent's list 75%

Bellows—

Blacksmith's 70@70&10%
Hand 50&5@50&10%
Moulders 50&5@50&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" 50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye 60&10%
Shield High Grade 50&10%
War. 2 XL 40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable .....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—
Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Binder Twine—
White Sisal, ₩ ℔.....8¼@9c
Standard ₩ ℔.....8¼@9c
Manila, ₩ ℔.....9¼@9¾c
Pure Manila, ₩ ℔.....9¾@10¼c

Bit Holders—
Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives' ₩ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—
See Augers and Bits.

Blind Adjusters—
Domestic..₩ doz. $3.....33⅓%
Excelsior..₩ doz. $10.00....50&10&5%
North's.....10%
Unique.....33⅓%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—
Austin & Eddy ₩ gro. sets.....$5.50
Gorhans Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9.00
Zimmerman's.....50&10%

Blind Hinges—
See Hinges.

Blocks—
Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%
CARRIAGE, MACHINE, &C.—
Bolt Ends.....80%
Machine.....80%
Carriage, Common.....75&10%
Norway Iron, list Oct. '84.....75&10%
Phila., Eagle, list $3.00.....85&10%
R. B. & W., $2.40 list.....70%
TIRE—
American Screw Co.:
Bay State, Plain list Feb. 26, '96, 80%
Bay State, Fluted.....80%
Eagle Phila., list Feb. 26, '96....85%
Norway, Phila., list Feb. 26, '96.80%
Common, list Feb. 28, '83..75@75&10%
R. B. & W., list Oct. 16, '84.....80%
STOVE AND PLOW—
Plow.....70@70&10%
R. B. & W., Plow.....65%
Stove.....80%
MISCELLANEOUS—
Sink.....80%
Sleigh Shoe.....85%

Bone Mills—
Enterprise.....25@30%

Borers, Bung—
Enterprise.....25@30%
Each.....$1.25, $1.65, $2.50
Nos..... 1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—
Common and Ring.....20&10@35%
Enterprise.....25@30%
Ives'.....33⅓&5%

Boring Machines—
Without Augers.

	Upright.	Angular.
Douglass'.....	$2.50	$3.00
Jennings'.....	2.50	$3.00
Millers Falls.....	7.50	15&10%
Snell's, Rice's Pat.	2.50	$2.75

Bow Pins—
1¼ inch, ₩ gro.....$4.50@$5.00
inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—
Heller's..... .....40&5%

Box Strapping—
Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—
Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&5%
Spofford..... .....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114⅔ .....60&10%
No. 208¼@214⅔.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—
Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....80&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—
Millers Falls Co.....25%

Bracket Sets—
Millers Falls Co.....33⅓%

Brazers—
National Cement & Rubber Mfg. Co:
No. ½ High Pressure Brazers $34.50
No. 1 High Pressure Brazers $42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—
Standard list.....90&20@90&25%

Bull Rings—
Humason, Beckley & Co.'s.80@80&10%
Peck, Stow & Wilcox Co.'s.60@60&10%
Sargent's.....80@80&10%
Seymour Smith & Sons.....60%

Bush Hooks—
See Hooks.

Butcher's Cleavers—
Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & L. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%
Nichols Bros.
Market round handle.....40%
Market flat handle.....30%
Mutton Choppers.....30%
Pork Choppers.....30%
Lamb.....30%
Family.....30%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star..... .....25%
C. E. Jennings & Co.. .....30%
Nichols Bros.....50%

Butter and Cheese Triers—
Ordinary Black Handle.....25%

Butt and Rabbet Gauges—
Stanley's..... .....25&10%

Butts—
BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint....40&10@50%
Wrought Brass, List Sept. '96.40@40&10%
CAST IRON—
Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns. 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%
WROUGHT STEEL—
List, April 1, 1895.
Bronzed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
75@75&10%

Calipers—
See Compasses, Dividers, etc.

Can Openers—
American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle.₩ gr....$2.00@2.25
Sardine Scissors...₩ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—
Cotton .....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—
Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz. 75@90c
Cast Steel, Polished.....₩ doz. $2.25
Socket.....₩ doz. $1.75

Carpet Sweepers—
Bissell Carpet Sweeper Co:
Amer. Queen. ₩ doz. $27.00
Crystal..... ₩ doz. $36.00
Gold Medal.... ₩ doz. $24.00
Grand..... ₩ doz. $36.00
Grand Rapids. ₩ doz. $33.00
Hall..... ₩ doz. $30.00
Prize..... ₩ doz. $24.00
Premier..... ₩ doz. $24.00
Superior..... ₩ doz. $24.00
Welcome..... ₩ doz $24.00
(Cyco-Bearing)
Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $31.00
Furniture Protector, Japan.....₩ doz. $33.00
Furniture Protector, Nickel.....₩ doz. $34.00
"Standard A," Jap...₩ doz. $30.00
"Standard A," Nick..₩ doz. $32.00
Lots of 5 dozen $1.00 per doz. less.
TOY LINE—
Baby.....₩ doz. $2.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $4.00
Little Queen.....₩ doz. $3.50
Misses.....₩ doz. $9.00
Quantity rebates on application.
"PRICE BEARING SWEEPERS"—
"Improved Victor," ₩ doz. net $18.00
"Criterion," ₩ doz. net.....$16.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic. ₩ doz. net $19.00
Goshen Sweeper Co: New Prices Per Doz.
Goshen's Junior.....$ 9 00
Eureka.....$12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$16 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap $18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap....$19.00
Banner, Broom Action, Jap.$20.00
Banner, Broom-Action, Nic.$22.00
Reliable, Broom-Action, Jap.$ 0.00
Reliable, Broom-Action, Nic.$22.00
Rapid, Broom Action, Jap..$20.00
Rapid, Broom-Action, Nic...$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam-Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam-Action, Nic.....$24.00
Common Sense, Cam-Action, Nic.....$24 00
Our Best, Cam-Action, Nic..$24.00
Majestic, Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$26.00
Model, Cam-Action, Nic.....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72 00

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....65@65&10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—
Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%
COW TIES—
American.....60&10%
Covert Mfg. Co.:
Jute.....45&2½%
Manilla.....45&2½%
Sisal.....45&2½%
Triumph.....45&2½%

Cements—
National Cement & Rubber Mfg. Co:
¾x4 Tubes High Pressure Rubber Cement.....₩ gro. $9.88
¾x4 Tubes High Pressure Liquid Tire Cement .....₩ gro $9 88
¾x4 Tubes Pioneer Brand Rubber Cement.....₩ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....₩ gro. $6.60

Chain—
American Proof Coil, in 1000-℔ lots,

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$5.35	4.35	3.35	3.10	2.95	2.35	2.25	2.50

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Mfg. Co. Chains.....45%
Covert Mfg. Co. Halter Chain..45&2½%
Covert Mfg. Co. Heel Chain..45&2½%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70%
Jack Chain, Brass.....60@60&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....50&10%
Trace, Wagon and Fancy Chains, New List.....70&5%

Chain Guards—
Aluminum S. & N. Co.....50%

Cherry Stoners—
Enterprise.....25@30%
Family.....net ₩ doz. $4.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
(75&10&5% 75&10&5%)
C. E. Jennings & Co. No 70...35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%
TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%
COLD CHISELS—
Good quality, ₩ ℔.....14c@16c
Snell's Best C. S.....50&10%

Chucks—
Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...35%
Syracuse, Bals Pat.....30%
Skinner's Pat. Dril Chucks.....30%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50: No. 2, $12.50.25%

Clamps—
Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....30%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati.....25&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co..40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—
Challenge Shank.....₩ doz. $3.00
Star Shank.....₩ doz. $3.75
Star Socket.....₩ doz. $4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $8.75...15%
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....₩ doz. $7.50 net
Monitor.....₩ doz. $8.00 net
Stewart Pat.....₩ doz $9.00 net

Clips—
Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—
Box and Side.....60&10@60&10&5%

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Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....33⅓%
Waddel's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—
Bradley's.....30%
Barton's.....30@20&5%
Beatty's.....33⅓%
L. & I. J. White.....30@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....℔ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretsinger Cut-Easy, ℔ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—
Adjustable.....30%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....60&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....30%
Dixon's
Eclipse.....℔ gro. $3.75
Emerald.....℔ gro. 5.00
Oriole.....℔ gro. 5.00
Rainbow.....℔ gro. 2.81
Solid.....℔ gro. 7.50

Curry Combs—
Fitch's, List Nov. 20, '96.....25&10%
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ℔ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete, $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ℔ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....35%
Torrey's Rod, 30 in, ℔ doz.....$1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@75&15&2½%
Ohio Tool Co..75&10&5@75&15&2½%
P. S. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Watrous.....30&10@40%
L. & I. White.....30&5@35%

Drills and Drill Stocks—
Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ℔ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

BLACKSMITHS'—
Common, each.....$1.75
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz., $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, ℔ doz. 75 cts. gro. $7.50
Extra Family Size....℔ doz. $2.00
Keystone.....33⅓%
Spiral.....℔ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....℔ gro. $5.25
Dover, No. 10.....℔ gro. $5.50
Dover, Steel Handle No. 10, ℔ gro.....$7.50
Dover, Extra Heavy, No. 15, ℔ gro.....$14.00
Rival.....℔ gro., $12.00

Electrical Supplies—
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ℔ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ℔ ℔.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ℔ ℔.
Tube, Speaking..$21.00 ℔ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ℔ doz.
Whistles, Speaking Tube, Porcelain.....75c ℔ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $3.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, FF.
Kegs, ℔ ℔..4½c	5c	3c	
½ kegs, ℔ ℔.4½c	5½c	3½c	
¼ kegs, ℔ ℔. 5c	5½c	3½c	
10 ℔ cans, 10 in case.... 6c	6½c	5½c	
10 ℔ cans, less than 10.. 10c	10c	8c	

Enameline—
No. 4, ℔ gro.....$4.50
No. 6, ℔ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co: No. 2-A High Pressure Double Walled.....$36.22
No. 4-A High Pressure Double Walled.....$49.33
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—
Brass.....70@70&10%
Iron.....60@60&5%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....℔ doz. $3.00
Popes.....℔ doz. $3.00
Wilkinson's.....℔ doz. $3.00

Faucets—
Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand." Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise ℔ doz. $36.00.....40%
Lane's ℔ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz, $7.50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B.....per doz., $8.00

Files—

DOMESTIC—
American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Disston's Superfine.....80%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...80@80&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:
A 1, $4.00; No. 2, $2.50; No. 3, $1.50; No. 4, $1.00 ℔ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....75&2½%
Champion, Manure.....66⅔&33⅓%
Columbia, Hay.....70&10%
Columbia, Manure.....75&12½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....75&5%
Victor, Manure.....75&15%
Victor Header.....75&5%

Freezers, Ice Cream—
Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.....	0	1	2	3	4
℔ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
℔ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ℔ 1000 ft..$2.60
Common Cotton Fuse, ℔ 1000 ft.$2.90
Single Taped Fuse....℔ 1000 ft.$3.50
Double Taped Fuse...℔ 1000 ft.$4.70
Triple Taped Fuse....℔ 1000 ft.$5.70
White Gutta Percha Fuse, ℔ 1000 ft.$5.20

Gas Burners, Self-Lighting—
Gem.....℔ doz. $2.50
In lots of 3 doz.....℔ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c.....60&10@70%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ℔ doz $2.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
Bell Hangers.....50%
"Diamond" Gimlets ℔ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....℔ gr. $1.50
Assorted 2 and 3.....℔ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....℔ gr. $2.00
Assorted 2 and 3.....℔ gr. $2.25
Wood head.....50&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—
Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—
Champion Nutmeg.....℔ doz. $9.00
Edgar's Nutmeg..℔ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....℔ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....℔ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Coxert Mfg. Co. Rope Halters,45&2%

Halter Chain—
See Chain.

Hammers—

HANDLED HAMMERS—
Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand.....60%
Y. & P., A. E. Nail.....40&7½%
Other Brands.....30%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz.. $3.00
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—
Under 3 ℔...℔ ℔ 40c } 80@80&7½%
3 to 5 ℔.....℔ ℔ 36c }
Over 5 ℔.....℔ ℔ 30c }
Wilkinson's Smiths....9½c@10c℔ ℔

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..50&10@ 50&10&10%

Door or Thumb

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.05	1.35	1.50

60&10@70%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....60&10@60&10%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....60&10@60&10%
Japanned, with Nuts....$1.63
Japanned, with Plate....$1.10
Japanned, without Plate....88c

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60&10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—
Auger, assorted....$ gr. $2.25@2.50
Auger, large....$ gr. $3.00@3.25
Auger, Douglass', Pat $ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10%
No. 2 to 3¾....40%
Auger, Swan's, Pat. $ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....$ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....$ gr. $1.25@1.40
Firmer Chisel, Apple ass'd $ gr. $2.25@2.50
Firmer Chisel, Apple large $ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd $ gr. $2.00@2.25
Firmer Chisel, Hickory, large, $ gr. $2.50@2.75
Firmer Chisel, Socket ass'd $ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—

American Trackless....33⅓&2⅔%
Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England. 70@70&10%
Barry, $6.00....50&10%
Best Anti-Friction. 60&10@60&10&5%
Challenge, Barn Door....50%
Chisholm & Moore Mfg. Co.:
Advance....60&10%
Cleveland....70%
Moore's Elevator....40%
Cronk's Roller Bearing, No. 0, $15.00; No 4, $18.00; No. 5, $26.00 75%
Cronk's Steel cov'd Loose Axle, 70%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60&10%
Covered....60&10%
No. 50....6[illegible]&5%
New Model....4[illegible]&5%
Parlor, Standard....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $13.00, $ dozen pairs....60&10%
Richards' Single Track, Steel. 50&10%
Stearns' Challenge....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....50&10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....5[illegible]&10%
Wild West....50&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....33⅓%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00. 60&10&2½%
Warner's Pat....20&10&10%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.1 $ doz....40&10%
Wrought....85&10&5@90%
Wrought, Stanley....85&85@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....$6.00
Wadsworth's....40&5@40&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 32 and 34 50&10@50&10&5%
Rolled Plate.... } 70&10@70&10&5%
Rolled Raised.... }
Plate Hinges "Providence" 6 to 12 in. $ D, 5c. 14 to 36 in. $ D, 4c.
Screw Hook and Strap. { 6 to 12 in., $ D..2½c; 14 to 20 in., $ D..2¾c; 22 to 36 in., $ D..3 c

STRAP AND T HINGES—
Light Strap Hinges. 75&10&5@75&10&5&10%
Heavy Strap Hinges. 80&10@80&10&10%
Light T Hinges....70@70&10%
Heavy T Hinges....75&5@75&10&5%
Extra Heavy T Hinges..80@80&10%
Long Chest Hinges..60&10@60&10&10%
Hinge Hasps....60&10@60&10&10%
Crate Hasps....60&10@60&10&10%
Crate Hinges....75&10&5%

SPRING HINGES—
Bommer's....40%
Bardsley's Patent Checking....15%
Chicago....30%
Champion....60%
Kell's American....30%
Matchless, Double Acting Pivot. 25%
New Idea, No. 1, $ gro....$7.50
New Idea, No. 2, $ gro....$18.00
Rex....$ gr. $13.00
Royal Japanned....66⅔%
Rubber....66⅔%
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double. 60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....20%
Union Mfg. Co....25%
VanWagoner & Williams Hdw. Co.:
Acme....30&5%
American....30%
Columbia, No. 14....$ gro. $8.00
Columbia, No. 18....$ gro. $24.00
Crown....30%
Gem....33⅓%
Knoxall....$ gro. $9.00
Oxford....30%
Wiles' No. 1, $ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....$ doz $13.50, 50%
Clark's Nos. 1, 2, 3....70@70&10&5%
N. E....$ doz $7.80....60@60&10%
N. E. Reversible....$ doz $5.60 60@60&10%
N. Y. State..$ doz $4.90..60@60&10%
Shepard's Nos. 1, 2, 3. 60&10@60&10&5%
Western, $ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....50&10%
Mortise Gravity....50%
Nos. 1, 3, 5....30&10%
Nos. 40 and 50....30%
Huffer....60&10@50&10&10%
Parker....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 13, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....80&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5....80&10%
Champion Gravity Locking, No. 75....80&10&10%
1888, Old Pat'n, Nos. 1, 3 and 5, 80&5%
Tip Pattern, Nos. 1, 3 and 5, 80&5%
Double Locking, Nos. 20 and 25. 75%
Empire, Nos. 101 and 103....80%
Niagara Gravity Locking, Nos 1, 3 and 5....80&10%
Noiseless, Nos 50, 60, 65 and 65. 80%
O. S. Lull & Porter....80&10%
Pioneer, Nos. 060, 45 and 5½....75&5%
Steamboat Gravity Locking, No. 10....80&10&5%
Stenger's Positive Locking....75%
W. H. Co.'s No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges, $ doz. sets $1.30....40&10%

Hitching Cords—

Covert Mfg. Co....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. $ doz. $3.50 net
Crescent Cultivator, 7 in. $ doz. $3.75 net
Crescent Double-Bit $ doz. $3.75 net
Crucible Cut-Easy..$ doz. $4.50 net
Cotton....80&7½%
Dunlap's Boys', Ladies', Toy....80%
Garden....80%
Ladies' and Boys'....80&5%
Mortar....75&25%
Iowa Crucible Socket....75&20%
Magic....$ doz $4.00
Mattock Hoe....$ doz. $3.75 net
Planter's....80&15%
Texas Cut-Easy....$ doz. $4.20 net
Warren Hoe....60&10%
Weeding....75&5%

EYE—
American Axe & Tool Co....70%
Grub....75@75&10%
Lane's:
Crescent Planters Pat....45&5%
Razor Blade, Scovil Pat....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil....30@30%

Hog Rings and Ringers—

Hill's:
Rings....$ gr. boxes..$3.00@$3.25
Ringers....$ doz. 50@55c
Kohlers, Horse Nail, Ringers, $ gro. $9.00
Perfect Rings....$ gro. $7.00@$7.50
Perfect Ringers....$ doz. 80c

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Pearl, Agate....40&10%
Peerless Enameled-Ware....70%
Crystal Steel-Ware....50&10%
Blue and White-Ware....40&10%
White-Ware....33⅓&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10@70%
Unground....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....63⅓@65%
Maslin Kettles....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds....75&15%
Manure....50&50&10%
Iowa F. T. Co.'s Clam....70&10%

BUSH—
Jennings & Griffin's....40&10%
Light $ doz. $5.00; Medium $ doz. $5.50; Heavy $8.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list..50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....$ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works....80%
Hammock Hooks, E. C. Stearns, $ doz....60c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....40%

WIRE—
Atlas Coat and Hat....50@50&10%
Belt....80&10%
Crescent, Coat and Hat....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....66⅔%
Wire Ceiling, Gem....66⅔%
Wire Coat and Hat, Standard....40%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....70&10%
Hooks and Eyes—Mal. Iron....75%
Cotton, Box and Hay....60%

Horse Clippers—

See Clippers.

Horse Nails—

Nos.	6	7	8	9	10
A. C.	25c	23c	22c	21c	21c

40&10%
American, all sizes, 9½@10c....net
Ausable....26c 25c 25c 24c 23c. 40&10&10&5%
Anchor....23c 21c 20c 19c 18c....40%
C. B. K....25c 23c 23c 21c. 21c 40%
Capewell....19c 18c 17c 16c 15c..10&5%
Champlain..23c 23c 25c 24c 23c 40&5&2%
Clinton Fin. 19c 17c 16c 15c 14c. 30&10&5%
Essex....26c 26c 25c 24c 23c. 40&10@50%
Lyra, all sizes....9½c., net
Maud S....25c 23c 23c 21c. 21c 50&10&5%
Neponset....40%
Northw't'n. 25c 23c 23c 21c 20c. 25@35&5%
Putnam....23c 21c 20c 19c 18c. 33⅓%
Snowden, 9½c 9½c 9½c 9½c 9½c., net
Vulcan....23c 21c 20c 19c 18c....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobb'rs. $3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, $ set, $1.50
Hartford Side-Weight, Extra Light....$7.00@$7.50
Hartford Side-Weight, Light and Medium....$6.50@$7.00
Perkins Improved Snow....$ D 4c
W. & B. Rubber Pad....$ set, $2.50

MULE—
Add 50c $ keg to above prices.

Horse Ties—

Covert Mfg. Co....45%

Hose, Rubber—

Boston Belting Co.:
"Boston"....50&10&5%
"Imperial"....80&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10@70&10&2½%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....$ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....$ doz. $12.00
Ice Crusher, No 3, $ doz. $3.00
Ice Crusher, No. 2, $ doz. $5.00
Ice Crusher, No. 1, $ doz. $20.00
Ice Tools....$ doz. $4.00
} 10&5%
Sargent's Ice Awls....5%
Snell's....30%
Star....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, $ doz. $5.00....25@30%
No. 34....$ doz. $15.00. 25@30%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—

Ames':
Bread Knives. $ doz. $1.50...20@25%
Butcher Knives....25@25&10%
Shoe Knives....25@20%
Cronk's Chopping....33⅓%
Dunlap Kitchen and Br'd Knives 40%
Foster Bros.' Butcher, &c....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2¼ in. Bead, $ gr....$1.25@$1.50
Carriage, Jap....$ gro. 80c, 60&10%
Door Knobs, Hamacite....50&10%
Door Mineral....$ doz. 60@65c
Door Por. Jap'd....$ doz. 65@70c
Door Por. Nickel...$ doz. $1.70@1.80
Drawer, Porcelain. 60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '98, 40%

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Latches—

Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—

Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A., (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:

12 in.	14 in.	16 in.
$6 00	$6.25	$6.50 each net

Pennsylvania....60&10%
Racine:

14 in.	16 in.	18 in.	20 in.	
$15.0	$17.00	$19.00	$21.00	each 60%

Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—

Enterprise....25&30%
Gibbs' Arc....₩ doz. $10.00
Gibbs' Hustler....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:

	No. 1,	No. 2,	No. 3,
₩ doz.	$12.00	$15.00	$24.00...35%

Leaders—

Covert Mfg. Co. Cattle....45&2%

Lead Pipe, &c.—

Lead Pipe, full lengths....₩ ℔ 6¾c
Lead Pipe, Tin Lined....₩ ℔ 12½c
Block Tin Pipe....₩ ℔ 32c
Sheet Lead, full rolls....₩ ℔ 7¾c
Quantity discount 20%

Lemon Squeezers—

Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 30&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon....25&10%
Iron Bench, new design....25&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's 50%
Cotton Chalk, 20 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 5....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 30%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &c.—

Branford Lock Co....net prices
Champion Night Latches....40%
Norwalk Lock Co....60%
Plate....33⅓%
R. & E. Mfg. Co....60&10%
Reading Hdw. Co....60%
Sargent & Co....60&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch....35&5%
All other Night Latches....40%
Yale....net prices

CABINET—

Eagle Lock Co....45%
Yale....45&2%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Champion....40%
Eagle....40%
Scandinavian....90&10%
Smith & Egge Bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....net prices

TRUNK—

Corbin's....25%
Eagle....25%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—

Cronk's Garden....33⅓%
Regular list....65&5%

Meat Cutters—

American....30%

Nos....	1	2	3	4	B	5
Each.	$5	$7	$10	$25	$50	$60

Dixon's....₩ doz 33⅓%

Nos....	1	2	3	4
	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos....	5	10	12	20	22	32
Each...	$2	$3	$2.50	$5	$4	$6

Hales Pattern ₩ doz....70@70&5%

Nos....	11	12	13
	$27	$33	$45

Home No. 1..₩ doz $26....60%
Little Giant....50&10%

Nos.	305	310	312	320	322
	$35	$48	$44	$72	$68

Miles' Challenge ₩ doz....45@45&10%

Nos....	1	2	3
	$22	$30	$40

Woodruff's ₩ doz....33⅓%

Nos....	100	150
	$15	$18

Beef Shavers (Enterprise)....25@30%
Onadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—

Enterprise....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ ℔..25c
No Name....₩ ℔..15c
Mystic....₩ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat....₩ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—

Matchless (Canton, O.), ₩ doz..$12.00

Motors—

COFFEE MILL—

Specialty Novelty Co....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.

Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896....87½&10%

PICTURE—

Brass Head. Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze....10%
Chinn....25%
Fire Gilt....10%
Plain....40%

Nail Pullers—

Black Hawk, per doz....$9.00
Eclipse....₩ doz. $18.00...25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....₩ doz $18.00, 20%
National....₩ doz. $24.00, 40%
Pelican....₩ doz $9.00, 40@40&10%
Scranton No. 2....₩ doz. $10.00
Scranton No. 3....₩ doz. $9.00

Nail Sets—

Buck Bros....27½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon....₩ gro. $4.00@$4.75
Round, assorted....₩ gr. $3.00@3.25
Square....₩ gr. $4.00@$4.25
Snell's, Knurled....50&10%

Nippers—

Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—

Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 20%
Turner & Seymour Mfg. Co....50%

Nuts—

Cold Punched, Square, off list. $5 90
Hex, off list....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list....$7.20

Oilers—

Brass and Copper....60&10%
Cushman & Denison's:
Gem....₩ doz. .50
Leader....₩ doz. .60
Perfect Oilers....₩ doz. $1.50
Star Pocket Oilers....₩ doz. .75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable. Hammers, New Style, 10&5 @2%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pike's Washita:
Lily White, ₩ ℔....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ₩ ℔....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₩ ℔:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ ℔....70
Discount 33⅓&.
Pike's Washita Mounted No. 1:
3x2, ₩ doz....$13.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1¼, ₩ ℔....34
" 2x2x½, extra selected..40
Discount 33⅓&.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston"....60&5%
"Excelsior" Self-Vulcanising, Pure per ℔ 70c....30&5%
Extra....60&5@60&10&5%
Standard, Fair Quality..70&10@75%

MISCELLANEOUS—

American Packing....9c@10c ₩ ℔
Cotton Packing....13c@14c ₩ ℔
Italian Packing....11c@12c ₩ ℔
Jute....5½c@5½c ₩ ℔
Russian Packing...12½c@13½c ₩ ℔

Padlocks—

See Locks.

Parers—

APPLE—

Advance....₩ doz $4.50
Baldwin....₩ doz 5.00
Bonanza....each 5.00
Dandy....each 7.50
Eureka, 1893....each 16.00
Family Bay State....₩ doz 12.00
Improved Bay State.₩ ds..$37@30.00
Little Star....₩ doz 4.00
New Lightning....₩ doz 5.50
Penn....₩ doz 3.75
Perfection....₩ doz 4.00
Reading, 72....₩ doz 4.00
Reading, 78....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable, Old Style....₩ doz 4.50
Turntable, 1898....₩ doz 5.00
White Mountain....₩ doz 4.00

POTATO—

Saratoga....₩ doz 5.50
White Mountain....₩ doz $4.50

Pencils—

Dixon's:
Carpenters'....₩ gr. $3.25@7.75
Carpenter, Blue or Red Lead....₩ gro. 4.00@7.50
Lead....₩ gro. 2.13@4.88
Lumber....₩ gro. 6.37
Mascot, Hexagon....₩ gro. 4.75
Mascot, Round....₩ gro. 3.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....6 @70%

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality....50@50&10%
Bench, Second Quality....60%
C. E. Jennings & Co....50&10%
Molding....40&10%

IRON PLANES—

Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron...5 & 10%
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10@50&10&10%
Miscellaneous...25&10@.5&10&10%
Steer s Iron Planes..50&10@50&10&5

PLANE IRONS—

Auburn "Thistle", Ohio, Sandusky....30&10@40%
Buck Bros....30%
Butcher's....$5.00@$5.25 to 5
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & I. J. White....30&5@25%

Pliers and Nippers—

Button's....70%
Carew's Pat. Wire Cutters....25%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose,....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat. Pliers....50%
Wire Cutter and Bender....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co. 50@50 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6% dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Pocket Levels....70&10@75%
Stanley's....70&10@70&10&10%
Stanley's Duplex....25&10&10%
Wood's Extension Sight....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's....25%

Polish, Metal—

Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—

Dixon's Plumbago....₩ ℔ 8c
Joseph Dixon's....₩ gro $1.75, 10%
Gem....₩ gro $4.50, 10%

Poppers, Corn—

Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00
2 qt., ₩ doz. $1.15; ₩ gr. $12.00
10@ 12½
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00....33⅓%

Post Hole Diggers—

Disston's....
Kohler's:
Little Giant, No. 12...₩ doz. $12.00
Hercules, No 25....₩ doz. $10.00
Invincible, No. 6....₩ doz. $ 9.00
Pioneer, No. 714....₩ doz. $ 7.50
Lock Lever, No. 20...₩ doz. $12.00
Universal, No 49....₩ doz. $12.00
New Champion, No. 37 ₩ doz. $ 6.50
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's....₩ doz., $20.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₱ doz. $3 50
American, No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears. 60%
Pruning Shears, Henry's Pat. ₱ doz.....$3.50@$3.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & O. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....70&10%
Pitcher Spout, Cheaper Goods, 80%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2¾ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 108, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 226, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 408, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

Barn Door, Light, In.	½	⅝	¾
Per 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet.	$1.60	2.00	2.50

Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
O. N. T. Style.....₱ foot, 2 c
Competition.....₱ foot, 2½c
Double Braced.....₱ foot, 2¾c
Lanes' O. N.T.....₱ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted...₱ ft 3c
Sliding Door, Wr't Brass, 1¼ n. ₱ ft, 35c.....30&10@40&5%
Terry's Steel Rail, ₱ foot.....3¼c
Victor Track Rail, 7c ₱ foot, 60&10&3½%

Rakes—

Cronk's:
Wrist Steel Garden.....70%
Wrist Steel Lawn.....70%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.00
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3.25@$3.15
Lawn Queen, Impr'd, net ₱ doz. $3.35@$3.50
Jumbo.....net ₱ doz. $7.00@$9.00
Paragon....net ₱ doz. $3.85@$3.00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank 70&16⅔&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓%

Rasps, Horse—

New Nicholson Horse Rasp..70&10%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—

New list, 1897:
Black Japanned.....40&10%
White Japanned.....30&10%
Bronze-plated.....40%
Nickel plated..... .....40&10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—

Belt with Burrs .....40@40&10%
Hose with Burrs.....40@40&10%

IRON—

American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....80%
Thousand, in bulk.....80&5%
Thousand, in papers.....80&5%
Coopers, in bulk 80%
Block, and Carriage, in papers.80%
Hame.....80%
Belt with burrs, tinned or copper ed..... .....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay.....70%
Screw Stay.....50%

Rope—

Cotton Rope, Best, ¼ in. and larger.....₱ ℔ 13 @14c
Medium, ¼ in. and larger.....₱ ℔ 10 @12c
Common, ¼ in. and larger.....₱ ℔ 8½@10c
Jute Rope.....₱ ℔ 5½@ 6c
Manila:
7-16 in. and larger..₱ ℔ ..7¾@8c
⅜ in.....₱ ℔ 8¼@8½c
½ and 5-16 in.....₱ ℔ ..8¾@9c
Hay Rope, Med.....₱ ℔ ..7¾@8c
Sisal, ⅜ in.....₱ ℔ 7½c
¼ and 5-16 in.....₱ ℔ 8½c
7-16 in. & larger.....₱ ℔ 7¾c
Med. L'th Y'rn.....₱ ℔ 6¾c
Hay Rope.....₱ ℔ 7½c

Rules—

Athol, Steel.....33⅓%
Boxwood.....60&10&10&10%
Ivory.....40&10@40&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—

Chinese Laundry.....₱ ℔ 4@4½c
Chinese Sad.....3¼@3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ℔ 2½@2¾c

COLD HANDLED—

Enterprise Mfg. Co. of Pa.....30&5%
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ℔ 3@3½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant 40%
Monarch 50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash...₱ ℔ 13@15c
Cable Laid Russia....₱ ℔ 13½c@14c
Common India.....₱ ℔ 8½c@ 9c
Common Russia Sash. ₱ ℔ 12½c@13c
Patent India.....₱ ℔ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ℔ 30c
"Samson" Braided Drab, Cotton.....₱ ℔ 35c
"Samson" Braided Italian Hemp .....₱ ℔ 33c
"Samson" Braided Linen, ₱ ℔ 56c
Silver Lake:
A Quality, Drab.....₱ ℔ 40c. 15@15&7½%
A Quality, White.....₱ ℔ 35c. 15@15&7½%
B Quality, Drab, ₱ ℔ 35c..... 15@15&7½%
B Quality, White ₱ ℔ 30c..... 15@15&7½%
United States:
B Quality.....₱ ℔, 16c
C Quality.....₱ ℔, 15½c
White Cotton Braided, ₱ ℔ 21c@23c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush 0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety .....70&10&5%
Davis, Bronze. Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading .....60&10&10@70%

Sash Weights—

Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher..... 30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McFarlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—

Chatillon 30%
Griffin's:
Complete'.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Red, Polished and Varnished...₱ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₱ doz....$6.00
Excelsior Saw Tools ₱ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $32.00; No. 5, $31.00.....40&20%
Richardson's 25%
Seymour Smith & Son, Hammer, ₱ doz..... .....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$2.00@$2.10
Striped.....$2.15@$2.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '98.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $2.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10%

SIDEWALK—

Koehler's, Steel No. 7...₱ doz. $3.00

Screens—

DOORS—

Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames.....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....70%
Electric Spiral No. 01, ₱ doz. $6.00 net
Electric Spiral No. 02, ₱ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50%
Howard-Allard, low list.....50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₱ doz. $24.00, 50%

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Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₱ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 86.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....35%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....85%
Brass, Round Head.....82½%
Bronze, Flat Head.....82½%
Bronze, Round Head.....80%
Coppered, Flat Head.....85%
Coppered, Round Head.....80%
Drive Screws, Diamond Point.87½%
Iron, Bright Flat Head.....87½%
Iron, Br't R'd & Oval Head.....85%
Nickel Plated, Iron Flat Head..82½%
Nickel Plated, Iron R'd Head..82½%
Silver Plated, Iron Flat Head....80%
Silver Plated, Iron Round Head.75%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....60%
Brass, Round Head.....60%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....82½%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1896. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, iron, ₱ doz., 1 in., $2.75; 1¼, $3.00; 1½, $3.50
Bench, Wood, Beech. ₱ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's,..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25@30%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₱ Set.....$3.25
Surrey, No. 9, ₱ Set.....$3.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs. ₱ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1892.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....60@71½%
Pat. Cast Steel.....71½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw Cutters—

Enterprise.....2(@70%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $20.00@$27.00.
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps .....
High Grade Snaps.....
Jockey Snaps.....
Derby Snaps..... } 45&2%

Soldering Irons—

Covert Mfg. Co.....35&2%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....30%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₱ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@30%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
23% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels. 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅜, and ¾ inch, ₱ ℔.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—

Nichols Bros.:
Butcher 50%
Table 50%
Kitchen.....5%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@60%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks .90&10@90&25%
Carpet Tacks:
American, Blued....90&30@90&40%
American, Tinned...90&30@90&40%
Swedes Iron Tacks:
S. S.....90&30@90&10%
Bill Posters' and Railroad Tacks:
S. S .....90&4' @90&50%
Common and Patent Brads..7 &10%
Finishing Nails.....80&25%
Gimp Tacks:
S. S .....90&50%
Hungarian Nails, Steel.....80&25%
Lace Tacks.....
S.S.....85&15%
Looking Glass Tacks.....75%
Trimmers' Tacks:
S. S .....90&30%
Trunk and Clout Nails:
Steel, Black.....80&25%
Steel, Tinned.....8. &25%
Upholsterers' Tacks:
S S.....90&50%

MISCELLANEOUS—

Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $2.00
Bonnie Blue.....₱ box $1.00
Can Opener Carpet Tacks. ₱ gr. $4.00
Dble. Point.90&10&10&10&10&10&10%
Hammer Carpet Tacks...₱ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓&& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓&& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " 1.50
Little Jack.....₱ doz. $1.00

Tapes, Measuring—

American Ass'd Skin....40&10@50%
Leather Case.....25@2 &10%
Steel.....33⅓@40%
Chesterman's.....25&25&5%
Keuffel & Esser Co., New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co: No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.98

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.00
Comb., Car., Wood Track....$3.00
Common 6 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.50
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₱ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$1.85
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, ₱ doz.$1.60
Floor Hooks, ¾ in. ₱ doz. .65
Floor Pulley, Wood Sheave, Fig. 486, ₱ doz.....$3.25
Hanging Hooks for Double Steel Track, ₱ doz..... .50
Hanging Hooks for Single Steel Track, ₱ doz..... .50
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₱ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₱ doz.$3.00

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Malleable Rafter Brackets, ₩ doz..... .85
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$2.75
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz.....$2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$2.25
Rope Hitch ₩ doz.....$1.75
Single rail Car, Single Steel T.$3.50
Single Rail Steel Track with clamps, ₩ ft..... .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....$1.50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 5%@ 0&10%
Crescent .....70@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304.....₩ 100, $13.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse.....5@50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross. $12.50
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ doz $2.50,15%
Mouse, Delusion.....40%
Mouse, Ideal.....₩ gr $9.00
Mouse, Round Wire.₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz..$5.50
Yankee Rat Trap, ₩ doz.....$11.00
John M. Mast:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.35.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.35; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick.....30%
Garden.....40%
Plastering.....35%
Pointing.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....60&10
V. W. & W.....60%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....50&10@50&10&10%
Ball Clamp.....45@45&10%
Gravity.....10% net
Hand.....15@15&10%
Moore's.....20%
Parker's.....20@25%
Oval Slide.....50&10%
Victor.....30%
Prentiss.....30@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%
V. W. & W. Parallel.....40&10%
Coach Makers.....4 &10%
Oval Slide.....50&10%

SAW FILERS—

Bonney's Nos. 2 & $15.00.....50&10%
Cincinnati.....50%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓%
Wentworth's.....40%

Vulcanizers—

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No. 2 High Pressure Hot Water Vulcanizers..... 12 00

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Lane's Steel.....30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

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Barnes Mfg. Co.....40%
Clayton's.....35&10%

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....50%

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See Gauges.

Wire and Wire Goods—

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Bright Wire Goods, Standard list 90&10@90&2%
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Copper Wire.....20%
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Tin'd, Tinned list Nos. 0 to 18.....75&10%
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Am. Wringer Co.'s list, July 1895, 2%
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Lovell Mfg. Co., list July 2, 1894...2%
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Peerless Mfg. Co., list Feb., 1893...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..₩ gallon.....42c
Linseed, City, Boiled, in barrels ₩ gallon.....44c
Out of Town on Spot..₩ gal.....42c
Calcutta, Raw, in bbls....₩ gal. 54c
Lard, Prime City.....₩ gal. 47@48c
Extra, No. 1.....36@38c
No. 1.....33@35c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $20.00@$21.00
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ₤.....5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ₤ net.....6@6¼
In lots of 500 pounds and over, ₩ ₤.....5¼@5¾c
White Lead, Foreign, in Oil, ₩ ₤ 8¼@9c
Litharge, Kegs, ₩ ₤.....5¼@6c
Zinc, American, Dry, ₩ ₤....4¾@5c

Putty—

In bbls. and half bbls.....1¾@1⅞
Putty in Bladders.....1⅞@2
Putty in Tins.....2@2¼

Spirits Turpentine—

In regular bbls.....47 @48c
In machine bbls.....46½@——c

Dry Colors—

Blue, Chinese	₩ ₤ 30	@35 c
Blue, Prussian	₩ ₤ 20	@23 c
Blue, Ultramarine	₩ ₤ 6	@20 c
Sienna, Italian, burnt & powdered	₩ ₤ 4½	@10 c
Sienna, Italian, raw & powdered	₩ ₤ 3	@7 c
Umber, Turkey, burnt	₩ ₤ 2½	@3½c
Umber, Turkey, raw	₩ ₤ 2½	@3½c
Green, Chrome, Ordinary	₩ ₤ 4	@11 c
Green, Paris, in bulk,	₩ ₤ 15	@17c
Indian Red, American	₩ ₤ 2½	@ 3 c
Indian Red, English	₩ ₤ 4½	@5½

Colors in Oil—

Black Lampblack, Best	₩ ₤ 13	@15 c
Black Lampblack, common	₩ ₤ 7	@ 10 c
Blue, Chinese	₩ ₤ 35	@40 c
Blue, Prussian	₩ ₤ 25	@25 c
Blue, Ultramarine	₩ ₤ 16	@20 c
Sienna, bur't	₩ ₤ 14	@18 c
Sienna, raw	₩ ₤ 14	@18 c
Umber, burnt	₩ ₤ 13	@16 c
Umber raw	₩ ₤ 13	@16 c
Brown, Vandyke	₩ 13	@18 c

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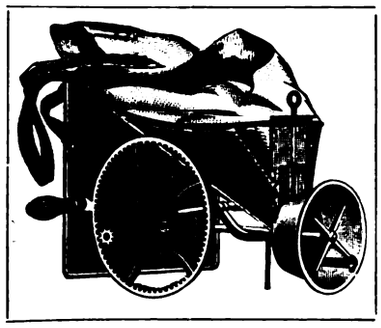
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INJUNCTION

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We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

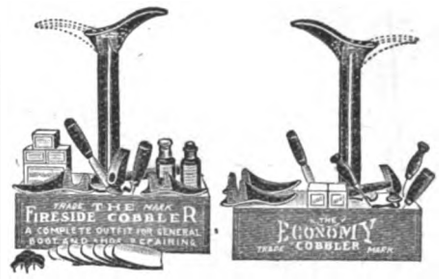
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Axe Eye Strapped.
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New Orleans.

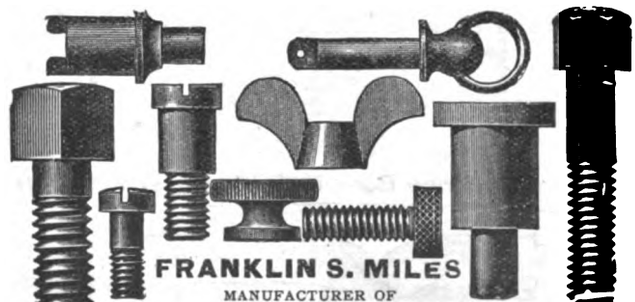


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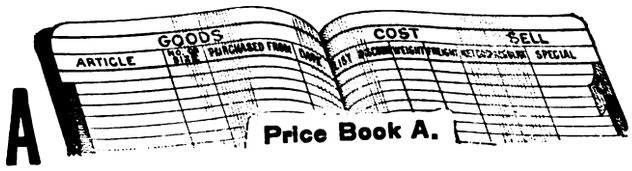
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Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

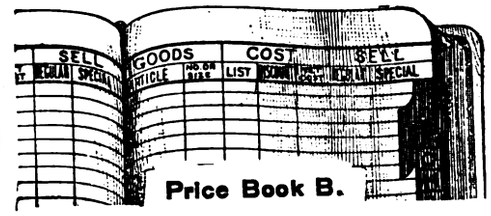
These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.



Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

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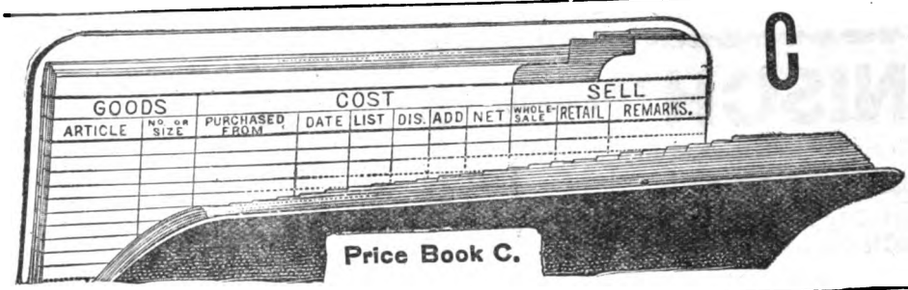
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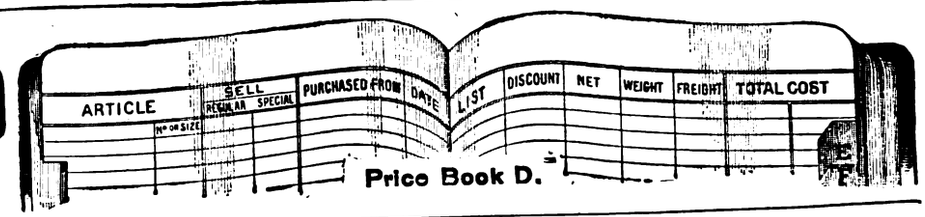
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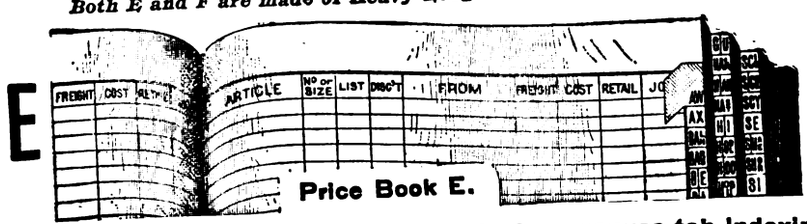


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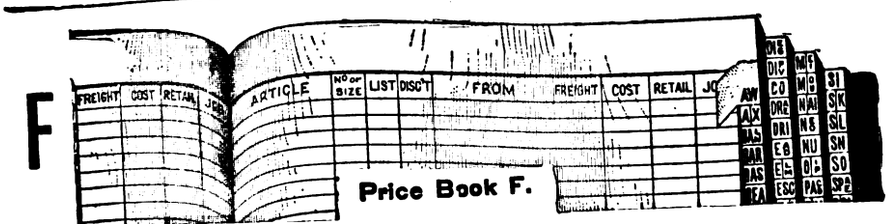
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McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.

Cabinets.
Fox Cutlery Co., Hoboken, N. J.

Calipers.
Alfred Field & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.
Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers.
F. E. Myers & Bro., Ashland, Ohio.

Casters.
Allerton-Clarke Co., New York.

Cement.
National Cement & Rubber Co., Toledo, Ohio.

Chains.
Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H

Chisels.
Underhill, Clinch & Co., New York.

Chucks.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clay Screens.
Harrington & King Perforating Co., Chicago.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
Lancaster Machine & Knife Works, Lancaster, N. Y.
Nichols Bros., Greenfield, Mass.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago, Ill.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Coal Screens.
Edward Darby & Sons, Phila., Pa.
Harrington & King Perforating Co., Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper Cut Nails.
Salem Nail Co., New York.

Copper, Perforated.
Harrington & King Perforating Co., Chicago.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Countersinks.
H. H. Mayhew Co., Shelburne Falls, Mass.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City. N. J.

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Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.
Surpless, Dunn & Co., New York.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Fox Cutlery Co., Hoboken, N. J.
Goodell Co., Antrim, N. H.
R. Heinisch's Sons Co., Newark, N. J.
E. S. Hulbert & Co., Bernardston, Mass.
Nichols Bros., Greenfield, Mass.
Jos. Rodgers & Sons, Sheffield, England.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn Chicago.
Troy Nickel Works, Albany, N. Y.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.
E. S. Stiles Press Co., Watertown, N. Y.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Norton Door Check & Spring Co., Boston, Mass.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
John Toler, Sons & Co., Newark, N. J.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Alfred Field & Co., New York.
Goodell Bros. Co., Greenfield, Mass.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Drop Presses.

E. S. Stiles Press Co., Watertown, N. Y.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dust Beaters.

Planet Mfg. Co., Springfield, Mass.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Egg Beaters.

Standard Co, Boston

Electric Bells and Supplies.

John H. Graham & Co., New York.
Partrick, Carter & Wilkins, Philadelphia.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Elevator Screens and Guards.

Harrington & King Perforating Co., Chicago.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enamel.

National Cement & Rubber Mfg. Co., Toledo,

Enameline.

J. L. Prescott & Co., New York.

Enameling Ovens.

National Cement & Rubber Mfg. Co, Toledo, Ohio.

Engravers.

A. Mugford, Hartford, Conn., and New York.
L. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co., Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York.

Farming Tools.

E. P. Bellows Agricultural Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
National Specialty Mfg. Co., Philadelphia, Pa.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Nicholson File Co., Providence, R. I.
Sickels & Nutting Co., New York.

Filters.

J. H. Seed, New York.

Fire Pots.

Merchant & Co, Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

E. P. Bellows Agricultural Co., New York.
F. E. Carpenter, New York.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Ulrich Mfg. Co., Rock Falls, Ill.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N. Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co, Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.

F. E. Carpenter, New York.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.
Ulrich Mfg. Co., Rock Falls, Ill.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
Darling, Brown & Sharpe, Providence, R. I.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Browne & Mansfield, New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia
Charles Miller & Son, Utica, N. Y.
National Specialty Mfg. Co., Philadelphia.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
W. W. Pryor Hardware Co., New York.
Reading Hardware Co., Reading, Pa.
Wm. Schollhorn Co., New Haven, Conn.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Ulrich Mfg. Co., Rock Falls, Ill.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Cutters.

E. P. Bellows Agricultural Co., New York.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters.

Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg. Co. Buffalo N. Y.
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
J. C. McCarty & Co., New York.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Philadelphia Lawn Mower Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Lafety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers,

Alder & Boyd, New York.
Maltby Henley Co., New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Office Railings

Edward Darby & Sons, Philadelphia.

Oils.

Dean Linseed Oil Co., New York.
National Cement & Rubber Mfg. Co., Toledo, Ohio.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

A. Mugford, Hartford, Conn, and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

Goodell Bros. Co., Greenfield, Mass.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Scholihorn Co., New Haven Conn.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works Albany, N.Y

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Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish.

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

Alder & Boyd, New York.
E. S. Stiles Press Co., Watertown, N. Y.
The Scranton & Co., New Haven, Conn.

Power Presses.

E. S. Stiles Press Co., Watertown, N. Y.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pruning Shears.

Wm. Schollhorn Co., New Haven, Conn.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. S. Stiles Press Co., Watertown, N. Y.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razor Strops.

William A. Shull, Philadelphia.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.
Monarch Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

Reels.

John Sommer's Son, Newark, N. J

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co..... 4
American Ring Co.....11
American Shearer Mfg. Co.....48
Ames Sword Co..... 2
Arcade Mfg. Co..... 2
Armstrong Mfg. Co.....14
Atlas Bolt & Screw Co 68
Atlas Mfg. Co..... 1
Auesble Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 5
Bardsley Jos.....46
Barnett (G. & H.) Co.....68
Barrett, W. L..... 1
Bellows (E. P.) Agricultural Co...67
Berger Bros Co.....14
Berger, L. D..... 4
Bicycle Step Ladder Co..... 6
Boardman (Luther) & Son..... 7
Bommer Bros.....68
Brass Goods Mfg. Co 50
Browne & Mansfield.....48
Bruce & Cook 17
Bryan Mfg. Co..... 4
Burr Mfg. Co.....17

C

Calcium King Lamp Co.....41
Capewell Horse Nail Co.....68
Carpenter (F. E.).....41
Cary Mfg. Co.....50
Champion Safety Lock Co.....41
Chadborn & Coldwell Mfg. Co.... 8
Champion Steel Range Co.....18
Chatillon (John) & Sons..... ... 4
Chicago Flexible Shaft Co.....15
Clark & Cowles..... 5
Cleveland Stone Co..... 7
Cleveland Twist Drill Co.....68
Clinton Wire Cloth Co.....67
Clipper Lawn Mower Co..... 2
Coates Clipper Mfg. Co.....10
Codling Mfg Co.....45
Coes Wrench Co..... 7
Conroy (P. J.) Co..... 6
Contractors' Plant Mfg. Co..... 1
Cooney, Seiner & Co.....45
Covert Mfg. Co.....18
Cronk Hanger Co.....16
Cushman & Denison.....37

D

Dangler Stove & Mfg. Co.....41
Darby (Edward) & Sons 67
Dean Linseed Oil Co.....48
Diamond Hardware Co.....46
Dickinson, Thos. L.....45
Disston (Henry) & Sons..... 5
Divine Bros..... 2
Dixon (Jos.) Crucible Co..... 5
Dunbar Bros.....46
Du Pont (E. I.) de Nemours & Co. 3

E

Eclipse Refrigerator Works.....59
Edgar Mfg. Co. 39
Ellis & Helfenberger.....48
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co 45

F

Field (Alfred) & Co..... 6
Fitch (W. & E. T.) Co..... 1
Folding Paper Box Co.....58
Fox Cutlery Co.....10
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co. 67
Gillespie (Chas. H.) & Sons..... 5
Gloekler, Bernard.....18
Goldberg, C. H. & E. S.....18
Goodell Co.....59
Gould Packing Co..... 43
Graham (John H.) & Co.....15

H

Hanson & Van Winkle Co..... 2
Hardwaremen's Exchange.....48
Hardware Publishing Co.....38
Harman, S. H.....67
Harrington & King Perforating Co.....68
Harrington & Richardson Arms Co..... 8
Hartley & Graham..... 1
Heinisch's (R.) Sons Co.....59
Heller (W. C.) & Co.....14
Hill Dryer Co.....39
Hill (N. N.) Brass Co.....50
Holmes & Edwards Silver Co..... 6
Holroyd & Co..... 7
Howard Iron Works.....47
Hulbert (E. S.) & Co.....46

I

Iowa Farming Tool Co.....46
Ives (H. B.) & Co.....47

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg Co.....50
Johnson's (Iver) Arms & Cycle Works.....36
Jones (L. M.) Co..... 9

K

Kearney & Foot Co.....41
Keuffel & Esser Co..... 9
Kilbourne & Jacobs Mfg. Co.....37
Kimball Bros.....14
Kohler (F. E.) & Co..... 4

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....35
Lancaster Machine & Knife W'ks.10
Lane Brothers Co..... 2
Leonhardt & Co..... 8
Litchfield J. M.....43
Loeb & Co.....48

M

Magnolia Metal Co..... 1
Maltby Henley Co.....47
Martin, James F.....48
Mast, John M.....17
Maule, Francis I.....45
Mayhew (H. H.) Co..... ...36
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S.....59
Miller (Chas.) & Son.....48
Miller & Van Winkle..... 1
Morrill, Charles.....18
Mugford, A..... 1
Myers (F. E.) & Bro.....17

N

National Cement & Rubber Mfg. Co.....18
National Saw Co.....10
National Specialty Mfg. Co.....15
New Departure Bell Co.....45
N. J. Car Spring & Rubber Co.....47
New Jersey Wire Cloth Co.....65
New York Stamping Co..... 4
Niagara Paper Mills..... 2
Nicholson File Co..... 3
Niles Mfg. Co 2
Nock, Geo. W.....48
North Bros. Mfg. Co.....45
Norton Door Check & Spring Co..18

P

Parry Mfg. Co.....68
Pastime Lawn Mower Co..... 9
Partrick, Carter & Wilkins.....50
Peck (Fred W.) & Co.....59
Pennsylvania Wire Works.....67
Philadelphia Commercial Museum..... 2
Philadelphia Lawn Mower Co.... 9
Pike Mfg. Co.....43
Plume & Atwood Mfg. Co.....43
Porter Screen Mfg. Co.....10
Prescott (J. L.) & Co..... 1
Pryor (W. W.) Hardware Co..... 7
Putnam Nail Co..... 11

Q

Quincy Hardware Mfg. Co..... 1

R

Reading Hardware Co.....10
Remington Arms Co..... 5
Rodgers (Joseph) & Sons 6
Rogers (Wm.) Mfg. Co..... 6
Rolfe, I..... 5
Root Bros. Co.....43
Root Bros. Co.....39

S

Salem Nail Co.....47
Samson Cordage Works..... 1
Sargent & Co.....43
Scranton (The) & Co..... 1
Sedgwick Machine Works.....14
Seed, J. H..... 4
Shull, Wm. A.....13
Silver Mfg. Co.....46
Smith & Egge Mfg. Co.....13
Sommer's (John) Son.....66
Standard Co.....59
Standard Tool Co..... 1
Stanley Rule & Level Co.....37
Stanley Works..... 1
Stebbins, Chas. J..... 8
Stevens (J.) Arms & Tool Co..... 7
Steward & Romaine Mfg. Co 43
Stiles (E. S.) Press Co.....11
Stimpson (Edwin B.) & Son.....66
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....43
Sudlow, John W.....11
Surpless, Dunn & Co.....6
Sweeney (W. H.) Mfg. Co.....11

T

Tie Co..... 1
Toler (John) Sons & Co..... 3
Tower & Lyon.....12
Townsend, C. C. & E. P.....48
Troy Nickel Works.....68
Tryon (Edw. K. Jr.) & Co.....45
Tuck Mfg. Co.....10

U

Ulrich Mfg. Co..... 8
Underhill, Clinch & Co..... 9
Underhill, Clinch & Co.....39
Union Hardware Co.....12
Union Metallic Cartridge Co..... 1

V

Van Wagoner & Williams Hdw. Co.....66
Voigt, Starr & Co.....46

W

Warren (J. D.) Mfg. Co.....13
Waterbury Brass Co.....46
Welch (T. F.) & Co.....67
Wells, Heber.....10
Wiley & Russell Mfg. Co.....41
Williamson W. N. Co..... 7
Wright & Colton Wire Cloth Co..67

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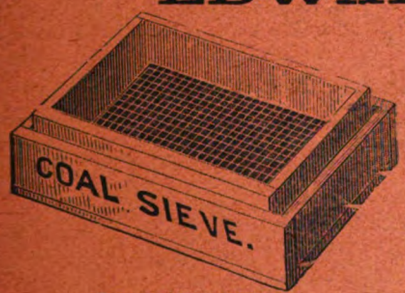
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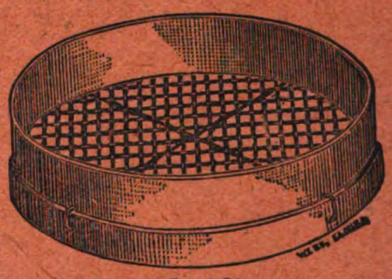
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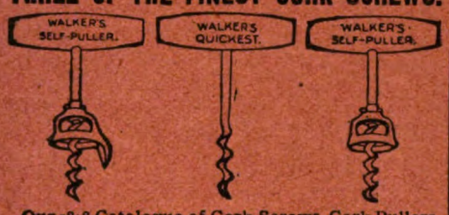
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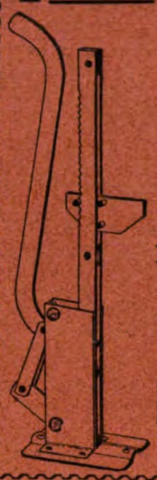
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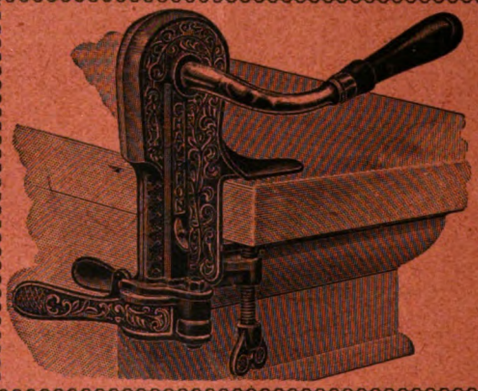
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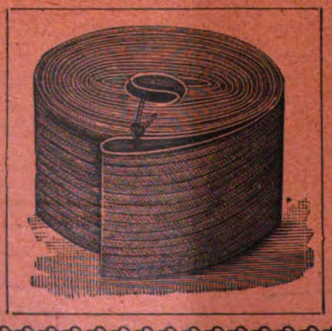


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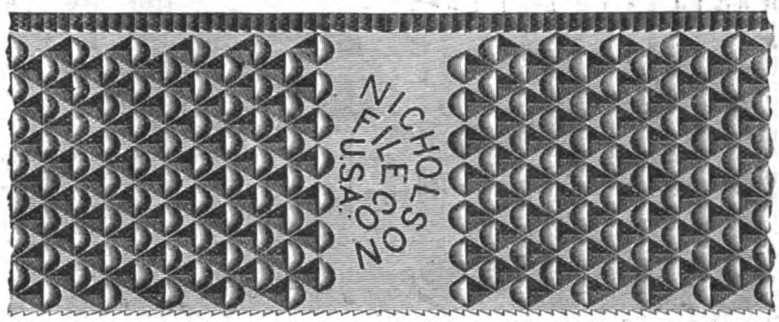
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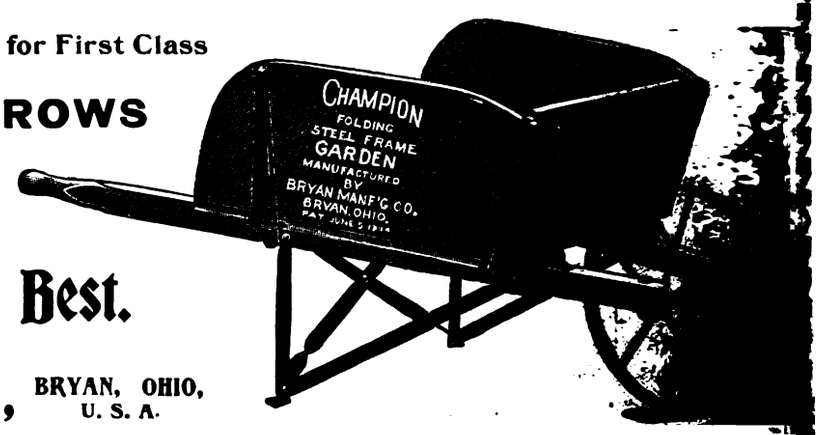
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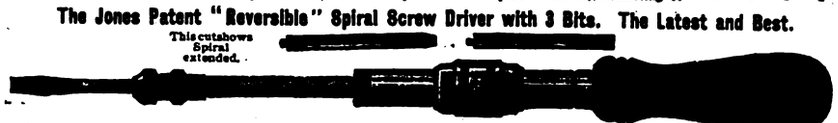
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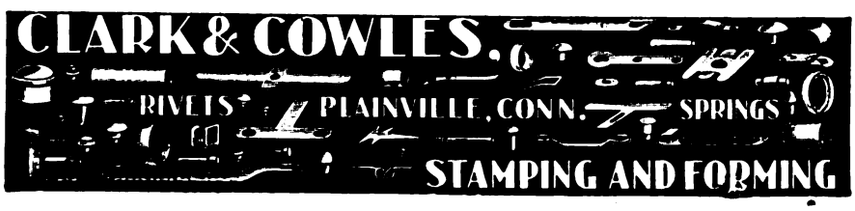
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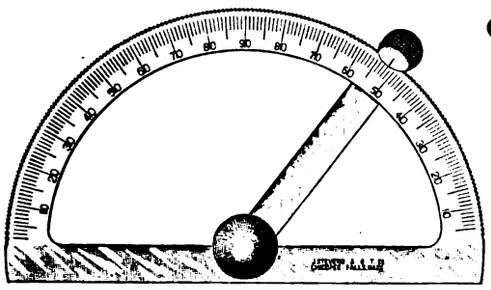
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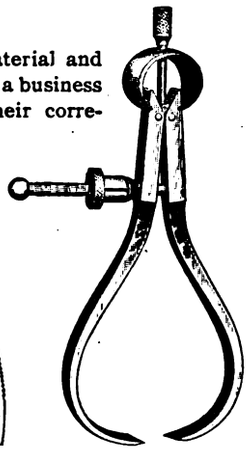
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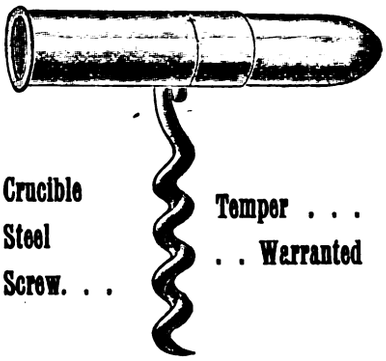
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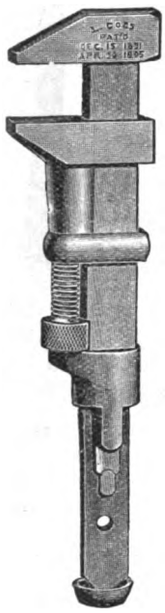


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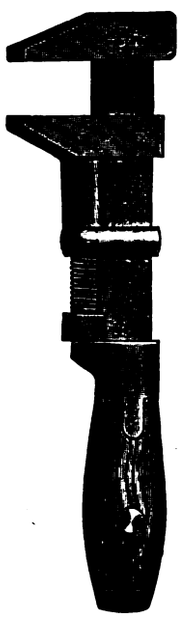
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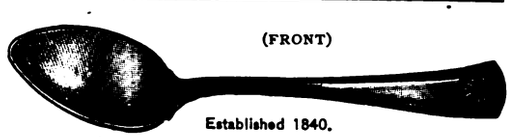


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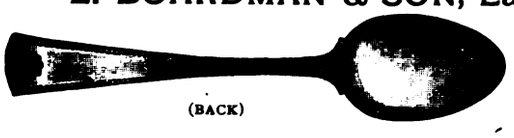
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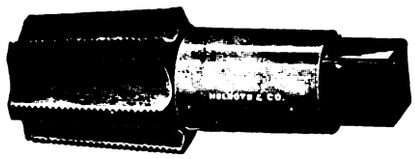


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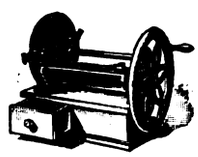
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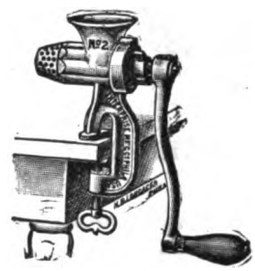
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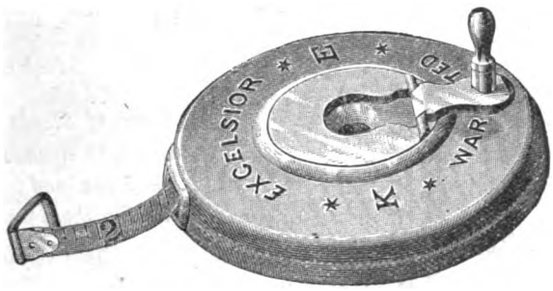
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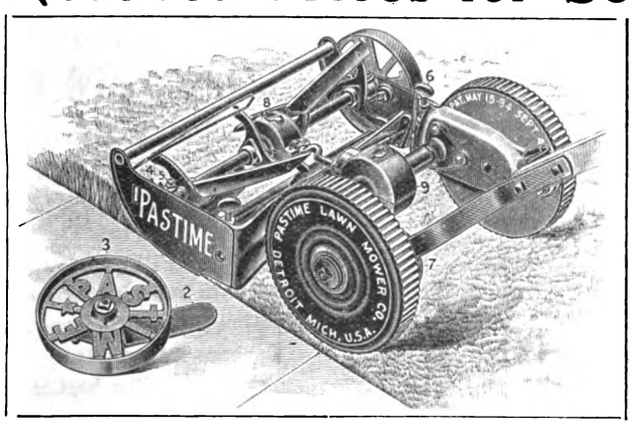
GENERAL HARDWARE,

P. O. Box 2383. 94 Chambers Street, NEW YORK.

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AMERICAN SCREW CO., PROVIDENCE, R. I.
OLIVER AMES & SONS, NORTH EASTON, MASS.
NORWALK LOCK CO., SOUTH NORWALK, CONN.
SNELL MANUFACTURING CO., FISKDALE, MASS.
SAUGATUCK MALLET & HANDLE WORKS, SAUGATUCK, CONN.
GERMANTOWN TOOL WORKS, PHILADELPHIA, PA.
NATIONAL SAW CO., NEWARK, N. J.
NICHOLSON FILE CO., PROVIDENCE, R. I.
G. W. BRADLEY'S SONS, WESTPORT, CONN.
ANTON AUER, BROOKLYN, N. Y.
BRAINERD-TANNER CO., ALBANY, N. Y.

Reduced Prices for Season 1899.



Pastime Mower & Trimmer

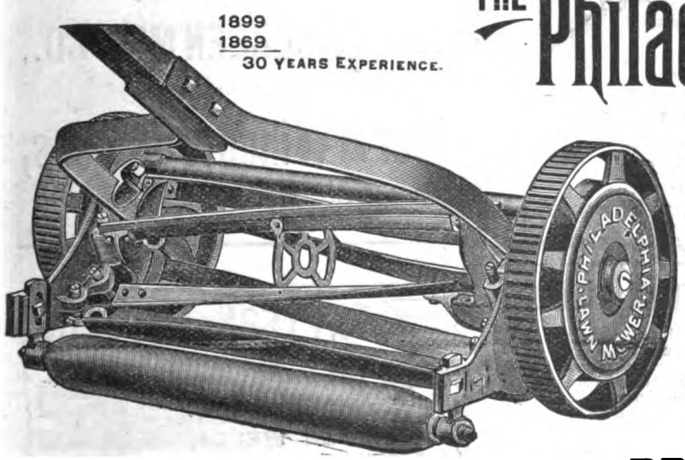
CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

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N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,
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THE Philadelphia Lawn Mower Co.

SUCCESSORS TO GRAHAM, PASSMORE & CO.

3107 & 3109 CHESTNUT STREET,

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PRICES DEFY COMPETITION.

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SAWS.

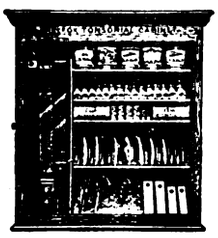
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Harvey W. Peace Co.
Wheeler, Madden & Clemson Mfg. Co.
Woodrough & McParlin.

SAWS OF EVERY DESCRIPTION. . . . . .
Send for List and Prices.

THE NATIONAL SAW COMPANY,
NEWARK, N. J.

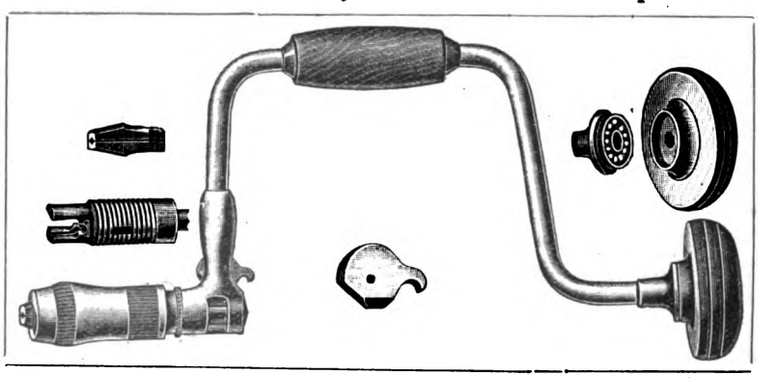
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This cabinet is designed by us to assist the dealer in keeping a selected supply of goods used in shaving, constantly displayed before his customers in an *attractive way* thereby increasing his sales in a profitable line. . . . . .
The contents are *all first-class* and *well selected.* Every article will give *satisfaction* and yield a *good profit.* Goods are invoiced and numbered so that any article can be reordered from us to replenish the case and on all such orders, we prepay the express charges. . . . . .

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As light as wood and much stronger. The only Steel Block where the straps extend down below the middle and the pin passes through them, and has edges and middles rounded to protect the rope. When bushed with Ford's Patent Self-Lubricating or Adjustable Five-Roller Bearing Sheaves they lead all others for cheapness and durability. To insure the best blocks always specify **STAR BRAND.** 1897 Complete Catalogue J now in preparation.

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"DUPLEX" WROUGHT BUTTS

Wrought Steel
Wrought Bronze
All Sizes and
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These Butts are better than the ordinary kinds. Made only by

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MAKERS OF
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ALL KINDS UNDER THE
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The best made.

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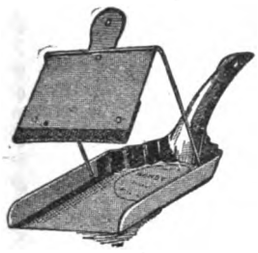
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MANUFACTURERS OF
Door & Window Screens,
Catalogue Free. BURLINGTON, VT.

PATTERN LETTERS
For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc
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The DANDY SINK CLEANER.

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Household Specialty.

A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the **Dandy Sink Cleaner** on Sight. . . . . .

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Steel Carriage and Wagon Jacks.

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Give You Your Money's Worth.

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think HARDWARE is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

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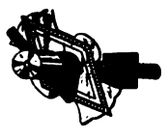
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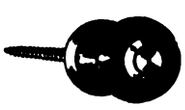

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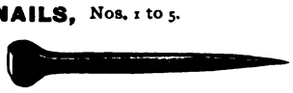

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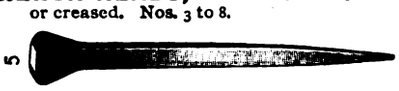

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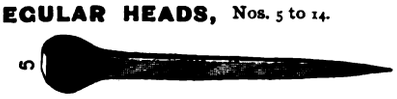
TURF NAILS, Nos. 1 to 5.



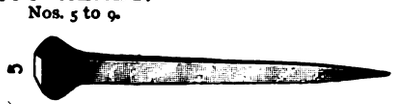
FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



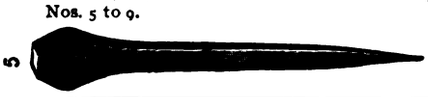
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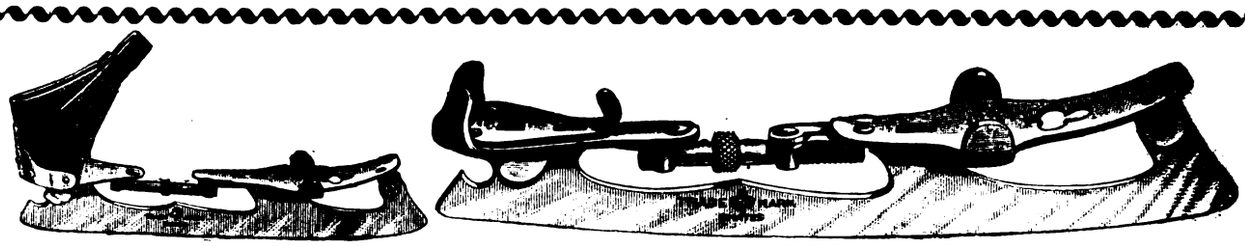
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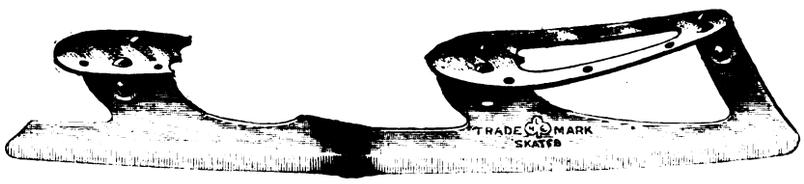
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Or 235 Lake St., Chicago, Ill. Or 12-14 Orum St, San Francisco, Cal.

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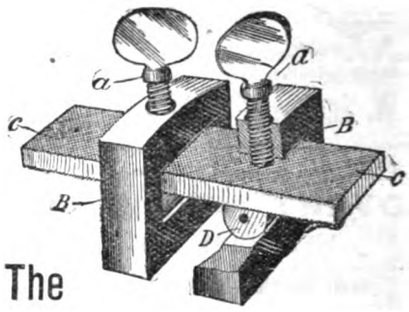


UNION CLUB SKATE.





HOCKEY SKATES.



The Union Skate Sharpener.



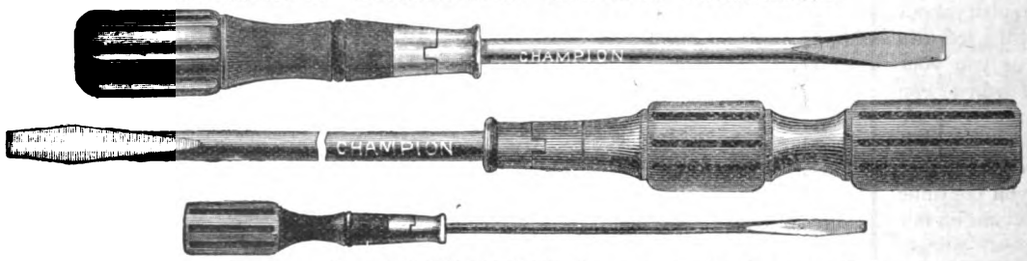
DONOGHUE RACING SKATE.

...MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

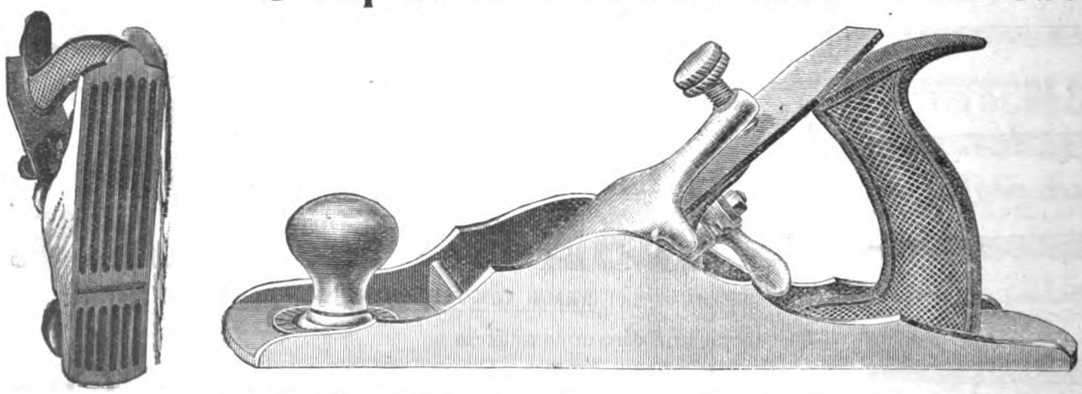
CARPENTERS and MACHINISTS' TOOLS.

TOWER'S CHAMPION SCREW DRIVERS.



See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.





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I DON'T MAKE STRAPS—FIT ONLY FOR TRUNK USE!

...Established 1867



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BROOMS,	*SCREEN DOORS,*	*LINOLEUM,*
BRUSHES,	*WINDOW SCREENS.*	*MATTING,*
BASKETS,	*WASHING MACHINES,*	*RUGS,*
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Possessing ample facilities, in their new location covering nearly a whole block, they are enabled to carry the largest stock of goods in this line known to the trade.

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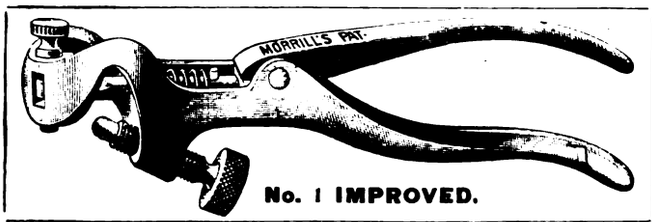
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Bench Stops, Punches, Cutting Pliers and Seal Presses.

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This Trade Mark is stamped on all Hardware Specialties of my make.



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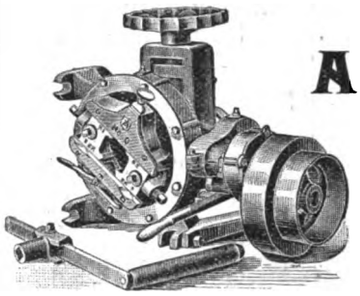
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Without a line of

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PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

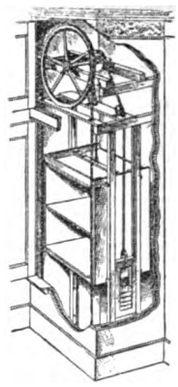
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They are all "Standards" and Never Disappoint. Catalogue?



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SNOW SHOE IRONS

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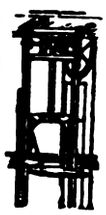
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Merchant & Co., Incorporated, PHILADELPHIA, NEW YORK, BROOKLYN, CHICAGO.

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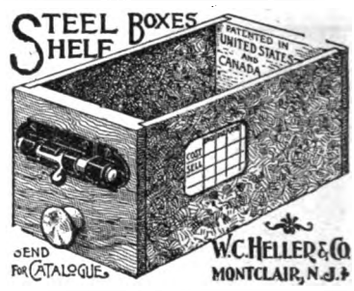
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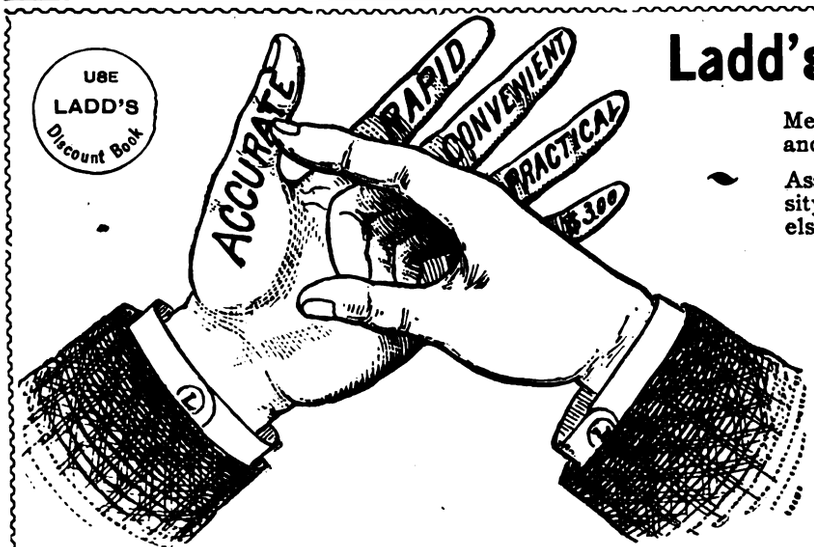
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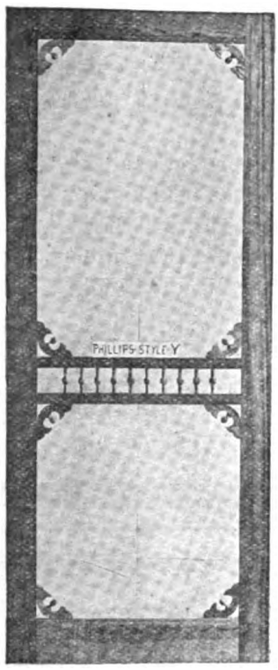
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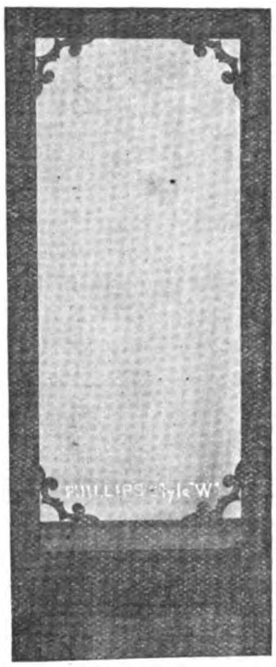
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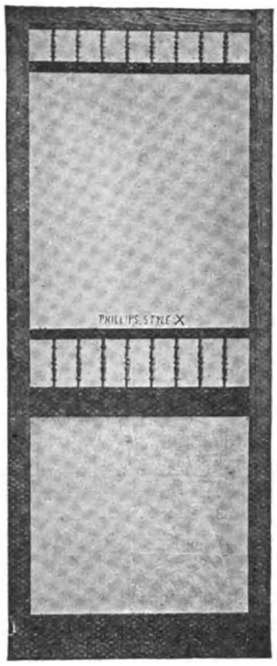
HARDWARE PUBLISHING CO.,

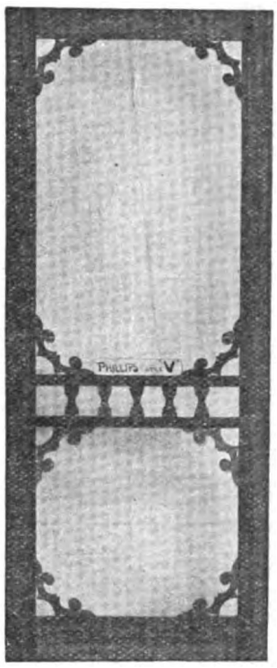
. . . . *No. 143 Chambers St., New York.*

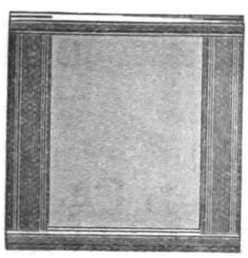
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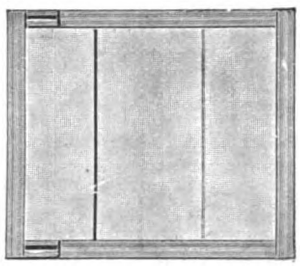






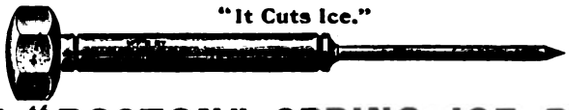
Notwithstanding the amateur prices in vogue (1 doz. for 2 pins, 2 doz. for 3 pins, &c.), they are not made from the scrap heap nor in a kindergarten school.

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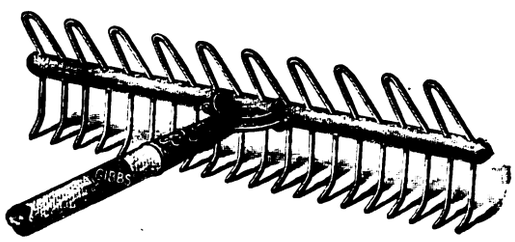


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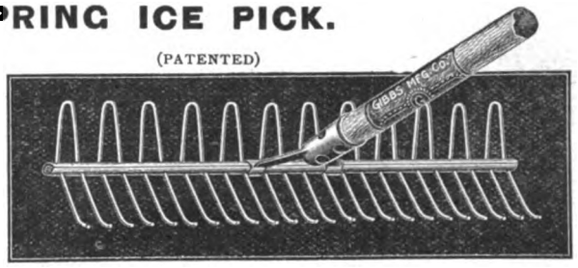


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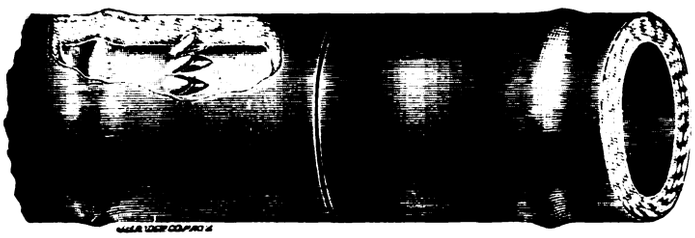
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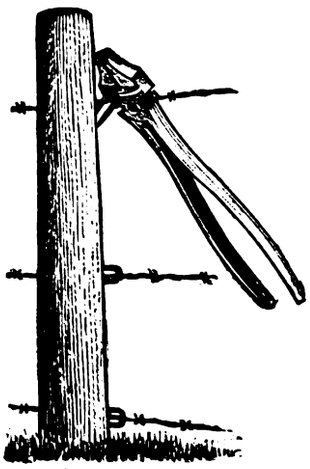


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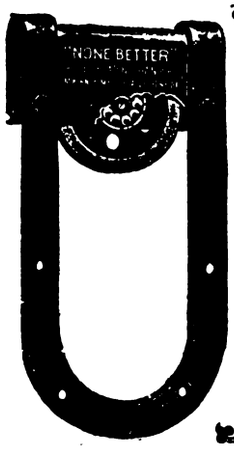
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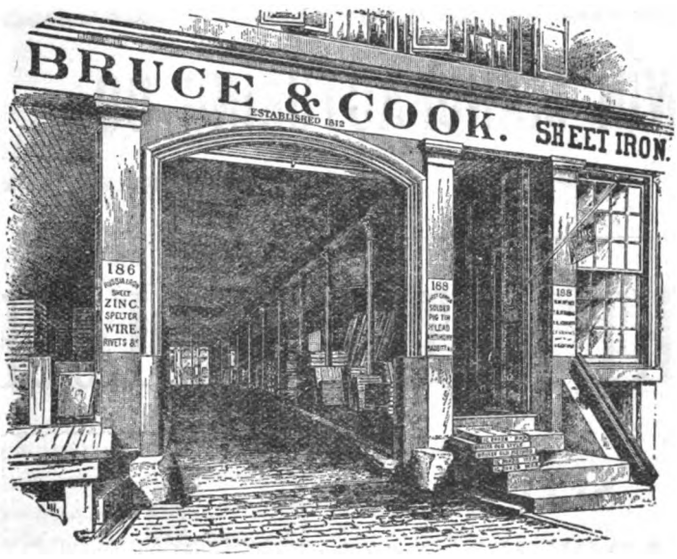
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Eave Trough Mitres.
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Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
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Mallets.
Metal Lath.
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Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
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Rosin.
Sheathing Paper.
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Sheet Iron--Cold Rol'd.
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Sheet Iron--Corrugated
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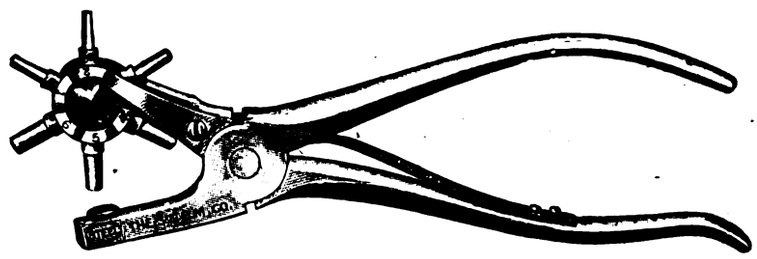
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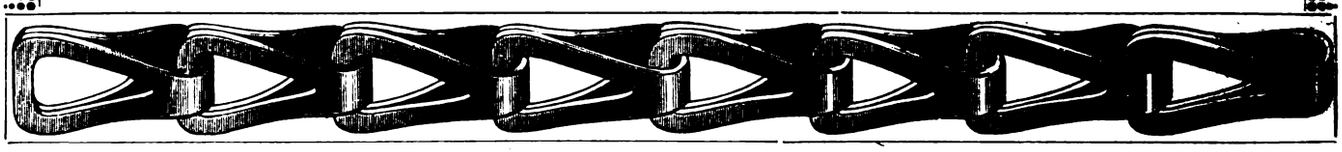
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HARDWARE

VOL. XVIII. MARCH 10, 1899. NO. 11.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the

HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.

EASTERN MANAGER:
FRED A. CATON, - - 31 Milk St, Boston.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The present business situation, highly favorable though it be, can hardly be considered in the light of a boom. Since the panic times of 1893 there has undoubtedly been in many ways an annually increasing development of our industrial resources and the enterprising methods by which our stupendous production must be marketed. The widely diversified plants scattered throughout the country have created expensive modes of distribution, which recent co-operative combinations have largely minimized, and have doubtless placed in the way of profit sharing, which with previous competition frequently made it a difficult problem.

With the expansion of our territory, and the successively good crops which have raised our agricultural states from the slough of despond, the prospect ahead is one of solid and healthy prosperity. While a few over zealous mistakes may be made—and rectified, we are opening up new outlets for distribution of our productions, are largely increasing in population, whose growing demands constantly create conditions that call for renewed energies on the part of our people, conditions that make home needs assume greater importance than ever before.

We are rapidly reaching a condition in our industrial prosperity, when orders from abroad covering some lines are not solicited so persistently as heretofore, the domestic demand giving the manufacturers all the orders on which they can promise prompt delivery, and giving at the same time the prospect of a more profitable distribution. This is especially noticeable we might say on wire nails, where the export price has advanced but 10 cents a keg in the two months ending March 1, while the home dealers find the advance to them is made six times as great.

The most encouraging feature connected with many remarkable advances in current quotations is the fact that labor gets an unexpected, and in many cases an unsolicited increase of remuneration, with the prospect an open one for a long continuance of employment. There can be no fear of a recurrence of hard times as long as the working classes find satisfactory industrial conditions, with a remunerative field of labor.

Every branch of the iron and steel industry, under the controlling influence of the producers of so-called raw material from pig iron to wire products, is apparently justified, by the extraordinary activity in the iron working plants, in keeping prices at a top notch to check a demand that has already filled order books for months to come and to an extent that makes specified deliveries doubtful of accomplishment.

That the advances in prices have come to stay is evident from the fact that so many mills, being in condition through well filled order books, have inaugurated advances in wages, many of which are to take effect on April 1st, and ratio of increase aggregating in many cases ten per cent. As an evidence of prevailing conditions it is stated that at the annual meeting of the Pennsylvania Steel Co., which will be held March 14th, the company will show a profit for the year ending December 31, 1898, on the operation of the Steelton plant, of over $100,000, against a deficit of $124,000 for 1897.

Our "Hardware Jobbers'" Number.

As will be seen by special announcement elsewhere in this issue, we will publish on April 10th, 1899, the Ninth Anniversary of the founding of *Hardware*, a special number, which will in every respect equal the magnificent anniversary edition published on April 10, 1898, which was devoted especially to the Hardware Associations of America.

This number is to be called the "Hardware Jobbers' Number," and will take up and discuss everything of importance in connection with the present and future of the Hardware jobbing business, will give histories of the leading houses, and contain a number of special articles by prominent members of the trade.

Among these special features we are permitted even at this early date to announce the following:

A paper by William W. Supplee, Supplee Hardware Co., Philadelphia, ex-president of the National Hardware Association, on "The Future of the Hardware Jobber," or some theme which has relation to this subject.

"The Present and Future of the National Hardware Association," (or a similar theme). By H. H. Bishop, McIntosh-Huntington Co., Cleveland, Ohio, president of the National Hardware Association.

C. B. Lockwood, of the Lockwood-Taylor Hardware Co., Cleveland, Ohio, on "The Ethics of the Hardware business."

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"The Hardware Jobber from the Manufacturer's Standpoint," by James D. Foot, president of the Kearney & Foot Co., New York.

"The Manufacturer from the Jobber's Standpoint," by John Bindley, Bindley Hardware Co., Pittsburg, Pa.

"The Hardware Jobber from the Retailer's Standpoint," by H. P. Davidson, president of the Hardware Association of Cleveland, Ohio.

"The Retailer from the Hardware Jobber's Standpoint." By J. H. Smith, Smith Bros. Hardware Co., Columbus, Ohio.

"The Package and Cartage Question," by Col. James R. Nutting, of the Sickels, Preston & Nutting Co., Davenport, Iowa.

"How Does the Hardware Jobber's Future Look to a Man in the Corner?" by J. B. Comstock, of the W. Bingham Co., Cleveland, Ohio, the author of the letters from the "Corner Desk."

"Old Jobbing Days in New York," by Henry Hopkins, Associate Editor of *Hardware*.

"Syndicate Buying," by Thomas E. Oliver, of Oliver Bros., New York.

"The Hardware Jobber of the Central States," by George T. McIntosh, of the McIntosh-Huntington Co., Cleveland, Ohio.

"The Hardware Jobber of the Southern States," by James D. Moore, of the Moore & Handley Hardware Co., Birmingham, Ala.

"The Hardware Jobber of the Western States," by H. C. Rushmore, of the Gille Hardware & Iron Co., Kansas City, Mo.

"Shall the Manufacturers Sell Only to the Jobbing Trade?" By C. S. Van Wagoner, Van Wagoner & Williams Hardware Co., Cleveland, Ohio.

"The Hardware Jobber and the Bicycle Trade." By James H. Ritter, Biddle Hardware Co, Philadelphia, Pa.

"Wherein Lies the Jobber's Profit?" by R C. Morley, Morley Bros., Saginaw, Mich.

"Department Store Competition." By a member of the firm of J. B. Shannon & Sons, Philadelphia, Pa.

"Net Prices in the Hardware Jobbing Trade." By Charles W. Emery, Van Camp Hardware & Iron Co., Indianapolis, Ind.

Other themes which will be discussed in this number, may be mentioned, as follows:

"The Hardware Jobber as a Man and Brother."

"The Eastern Jobber."

"The Northern Jobber."

"The Pacific Coast Jobber."

"The Canadian Jobber."

"Other Hardware Jobbers' Associations."

"Restrictions as to Jobbing Territory."

"Fraternity in the Jobbing Trade."

List of Members of the Jobbing Trade.

Membership Lists of the Jobbers' Associations.

Etc., etc., etc., etc., etc.

A Notable Incident.

The Appellate division of the Supreme Court, first department, last week admitted to the Bar of the State of New York, under its somewhat stringent requirements, with the endorsement, as to character of ex-Judges Wm. G. Choate and Roger A. Pryor, and Howard Ellis, Esq., a man fifty-seven years old, who was reared as a merchant and began the study of law at the age of fifty-four—Francis B. Thurber.

The case is so unusual that we have looked up the circumstances, and they constitute one of the romances of American life which are seldom found in the world of law. Mr. Thurber was born on a farm in Delaware County, New York; was educated in the common schools and the Delaware Academy; began as a boy in commercial life in New York at $2 a week, and in thirty years worked up to the first rank in the commercial world, as partner, and then president of a great house, with branches in London and Bordeaux and correspondents in all parts of the world. In 1892 he was a millionaire merchant, noted for his public spirit and his charities.

The panic of 1893 left him a poor man, although he could have avoided this by deserting his co-investors, which he refused to do. He was a student and a thinker; a contributor to the "press" and "reviews," on politico-economic subjects, upon both sides of the Atlantic. While chairman of the Committee on Foreign Commerce of the New York Chamber of Commerce, in discussing with a legal friend problems of the international law involved in President Cleveland's message on the Venezuelan question, it was suggested that he had a logical mind and ought to study law. Although weighted with the cares of a family and their existence, he accepted the suggestion, studied in the University Law School of New York and the law offices of Howard Ellis, Esq., burned the midnight candle in reading Blackstone and studying cases, and, last week, was admitted to the Bar.

For many years he has been a figure in the commercial organizations of the country and an advocate of their interests before legislative bodies. He organized the New York Board of Trade & Transportation and the Anti-Monopoly League, which held the balance of political power in New York State, and created the State Railroad Commission. He had much to do with shaping the Interstate Commerce Law; but he has a judicial mind, which recognizes the fact that when circumstances change upon which opinions are based, that it is consistent to change with them, and he now advocates the right of contract for railroad and other corporations. Unless we are mistaken, he will be heard from in adjusting the relations of labor and capital, for he is a good illustration of the American citizen who is capable of looking upon all sides of a question and weighing the evidence so as to establish justice.

He is president of a publishing company and of the United States Export Association, and will probably never "practice law" in the usual sense; but in this highly specialized age there is need in the law of men with just such intellect and business experience, and Mr. Thurber ought to be very successful in Federal, departmental and corporation practice, with which his business experience has made him familiar.

Attention is especially called to the announcement of the Goshen Sweeper Co., Grand Rapids, Mich., on page 39 of to-day's issue, in which they offer thirteen carpet sweepers for one dozen, for the season of 1899. This is certainly giving full count with something thrown in.

"Now," said Bunker, "I can once more face the world an honest man. The last of my debts is outlawed."—*Philadelphia North American.*

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THE SALESMEN'S DEPARTMENT---IX.

THE CANCELLATION OF ORDERS.

This is a subject upon which much has been written and said, but in the majority of instances, it has not been discussed from a salesman's standpoint. In this article, it will be discussed just as if the writer were addressing a number of salesmen.

There is one phase of this matter which has greatly disturbed the writer, and against which we desire to protest. It is neither right nor just to yourself or your competitors to importune your customer to cancel an order after he has given it to a competitor, that he may favor you with it, at the same or a less price.

The idea of having slips to attach to orders bought for future delivery, or a rubber stamp with which to place an agreement relative to their cancellation, is something unknown in many localities.

The salesman who encourages the cancellation of such orders, must realize that it will react upon himself, and that what he encourages his customer to do for him, the customer will, in all probability, do for others. We regard it as poor business policy to suggest the cancellation of an order after it has been placed. The practice should be discouraged, for the reason that it places the salesman in a position of uncertainty regarding the amount of business he has done.

Salesmen complain if the jobbers are not able to fill all their future orders on the date specified for shipment. They do not take into consideration that while this practice continues, no jobber can base his specifications for goods upon his salesmen's orders.

All salesmen should apply the Golden Rule to this matter, and should consider the deal consummated when they find their customer has placed an order with his competitor for certain goods. A salesman need not be fearful of saying a good word for his competitor after the order is placed. If the fortunate salesman is a gentleman, he will return the compliment at the first opportunity. This is not beyond the range of a possibility, as there are more gentlemen on the road to-day among traveling salesmen than ever before.

A salesman cannot increase the friendship which his customers feel for him or build up his sales by making disparaging remarks regarding his competitors. A salesman cannot better advertise a competitor than by following this course of procedure.

Do not gather from this that we do not believe in competition. We feel that every salesman should use all the talent at his command to secure the business of his customer, but when the order is placed, he should treat it just as he would want it to be considered had he been the successful one. An order once entered, should be considered a transaction signed and sealed, and not subject to cancellation.

If the T. P. A. and U. C. T., in the Middle West especially, want to devote their time to something that will be of practical benefit to all their members, they cannot spend it in any better way than in discouraging this practice.

CHARLES W. EMERY.

Formerly St. Joseph, Mo.;
Now of the Van Camp Hardware & Iron Co., Indianapolis, Ind.

Paris and Marseilles are connected by telegraph lines entirely underground. They are placed in iron pipes and buried four feet beneath the surface, with manholes 3000 feet apart. It cost nearly £1,500,000 to bury the wires.—*Ex.*

A Fence Publication.

Ellis & Helfenberger, Indianapolis, Ind., who have for years been known among the prominent manufacturers of fences, fence wire, etc., have issued a very attractive catalogue, covering their entire line for the year 1899. It contains quite a number of pages, every one of which is filled with information of value to the merchant who handles goods of this character, and no man can look through it without learning all there is to be known in regard to metal fences. In an introductory note to the trade, the manufacturers say: "We have manufactured and sold quantities of fence in the last ten years—our product going into twenty-seven different States in the year 1898. We own our factory and are practically acquainted with the details of fence building in all its branches. We believe in making the best and out of the best material. We caulk all wrought iron fences, so that a panel of fence is almost a solid piece. We provide in the fittings for all expansion and contraction. We use heavy cast iron braces for all posts, including the adjustable line post. The fence is first-class and the price is right for good work. We have large designs, showing some of the fences more in detail, that we are pleased to send for special jobs where heavy work is wanted. Give us a chance to quote special prices on large contracts. Note our double line posts and anchor bases used with our lawn fences."

Death of William Honeyman.

The recent death of William Honeyman, vice-president of Honeyman, DeHart & Co., Portland, Ore., takes from the ranks of active business life on the Pacific Coast, a very prominent figure. He was born in Teasses, Fifeshire, Scotland, in 1840, and was in his 59th year at the time of death. Mr. Honeyman came to the United States in 1870, going directly to Portland, and reaching there the last day of October of that year. He immediately entered the employ of Northrup & Thompson, Hardware dealers, a salesman, and when the firm changed to Thompson & DeHart, continued in the business. About 12 years ago the present firm of Honeyman, DeHart & Co. was established and has since been one of the stable business houses of Portland. Its reputation is due in a large measure to Mr. Honeyman and his business associates.

A New Cutlery Company.

The Challenge Cutlery Corporation has been incorporated in Bridgeport, Conn., by W. M. Taussig, president; H. S. Dormitzer, vice-president; C. Kloefkorn, secretary and treasurer, and others, to manufacture cutlery, razors and other specialties. They have purchased the plant, patterns, etc., of the Hatch Cutlery Co., adding them to their present facilities for manufacturing high grade goods in their particular line. As the "Challenge" brand of goods is already favorably known throughout the trade, they anticipate a continuance of the approval already received, and by a largely augmented product, enable their increasing orders to be promptly filled.

The annual election of the Albany Hardware & Iron Co., Albany, N. Y., on the 6th inst., resulted in the election for the eighth time of Charles H. Turner, president; Wm. B. Wackerhagen, secretary; Jas. K. Dunscomb, treasurer.

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Arcade File Works' File Talks.

From a valuable text book to be distributed gratuitously at a later date to dealers in files, we are permitted to make the following extracts. This valuable book, when completed, will be mailed free to those interested in the use of files, and may be obtained by sending addresses to Arcade File Works, No. 97 Chambers Street, New York. See page 37.

V.

As the teeth of files of rectangular cross-section are not fully formed at the corners, it is not possible to file a full

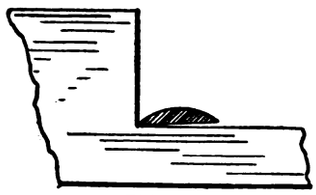


FIG. 15.

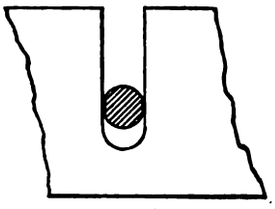


FIG. 17.

square with them, since the rounded corners of the file leave a small fillet in the angle of the work. By grinding a safety edge on a full-cut file, teeth projecting to the extreme corner will be obtained, and the angle of the work can be completely formed. As these corner teeth are very delicate, they must be used only for the finishing strokes, which virtually limits this file to that one operation, as only the edge or the side opposite the safe edge can be used for other work without injury to the corner teeth. It will usually be found quite satisfactory to finish these corners with the edge of a small, finely cut half-round file, used as shown in Fig. 15. By canting the file slightly and using a reason-

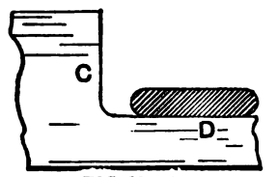


FIG. 16.—A.

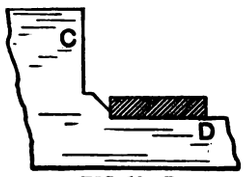


FIG. 16.—B.

able amount of care, good results will be obtained in this way.

A carefully fitted corner, as shown in A, Fig. 16, is difficult to obtain. A flat or square file used on surface C and D is very apt to get into the fillet, and if a safety edge is used, leaving the work as shown at B, Fig. 16, considerable difficulty will be had in bringing down the corner with a round file without its cutting into the faces C and D. A flat file with rounded edges and the teeth ground from one side makes a good file for work of this character when the curvature of the file's edge conforms reasonably close with the curve of the fillet. The faces C and D after being finished will not be injured in the use of the safety side file. The faces will steady the tool, and its round edges will

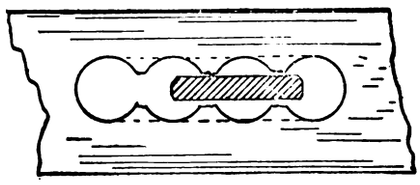


FIG. 18.

form the corners, it, of course, being worked in from each side of the angle.

When the end of a slot or mortise is to be filed circular the round file usually does the work. As there is difficulty in preventing the round file from cutting into the sides of the slot, it will be found advantageous when much of this work is to be done to take a round file somewhat larger in diameter than the width of the slot, and grind flats on opposite sides, making it narrow enough to work freely in the slot, as shown in Fig. 17. When, however, the ends of the slot are formed by a drill and reamer, and the sides filed down to the dotted lines, as shown in Fig. 18, the edges of the file should not only be safe, but rounded, as shown, to prevent the corner teeth from gouging into the curved ends.

Correct methods of holding work for filing must not be overlooked. If the work is large and heavy, it will simply require suitable, rigid support to bring it to the proper height to be operated upon. A very large percentage of the work will be held in a vise. It is important that the

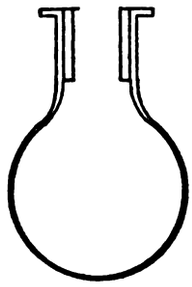


FIG. 19—A.

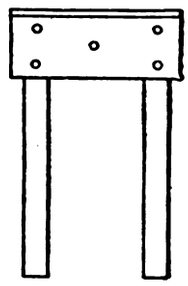


FIG. 19—B.

work surface be as close down to the top of the jaws as possible, in order that it can be rigidly held.

If the work must be held by its finished surfaces, smooth vise jaws should be used. As it would be impossible to keep the jaws in this condition false jaws must be used between the work and the vise jaws. These can be made of soft copper or sheet lead, pounded into the proper form to fit nicely over the jaws. The spring vise jaw shown in Fig. 19 is well adapted to this purpose. Paper fiber faces applied to these jaws are excellent when the surface of the

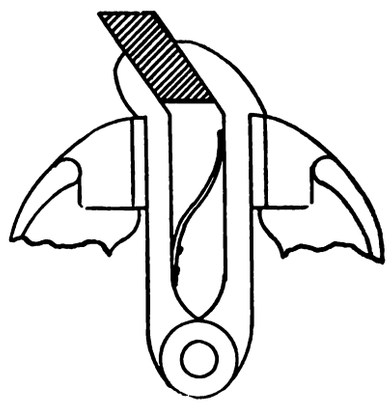


FIG. 20.

work caught is large enough to distribute the pressure over the face fairly well.

When a large amount of bevel filing is to be done some form of jig or clamp should be used to hold the surface filed in a horizontal plane, as shown in Fig. 20.

If very thin work is to be filed on its faces, it will not be possible to hold it in the common vise, as the top edges of the jaws are usually worn rounding, and the work is frequently of irregular outline. It may be secured to a block of hard wood by bradding around its edges, and the block held in the vise. The brads will file down with the work, and the flat surface prevents the work from springing.

An eelskin leather factory, an exchange says, is situated in a street in the neighborhood of London bridge. Here are prepared and manufactured various articles from the skin of the common eel. The skins are manipulated by numerous complicated processes until they resemble and would easily be taken for leather, although of a more glutinous and pliable nature. This strange commodity is cut into long, thin strips and plaited very closely together for whiplashes, and to cover portions of the handles of more expensive whips. Certain kinds of lashes and harness laces are made of eelskin. This leather is almost indispensable in articles of this description, where flexibility allied with an uncommon toughness is desired.—*Exchange.*

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THE NEWS FROM NEW ENGLAND.

A COMBINATION ON NAILS.

The many advantages derived from trade associations are gradually forcing attention on all branches of commerce; and the Hardware trade is one of the first to recognize and take advantage of this fact. New associations among the retailers of this industry are constantly being formed; and older ones are daily increasing in strength and usefulness.

There exists to-day an association of Hardware dealers, in a city of the East, formed 15 years ago for the purpose of protecting prices on nails. Their purpose has been effected without any flourish of trumpets; and the benefit derived has not been inconsiderable. For the time mentioned prices have been maintained and a fair profit assured; despite the fact that quotations in other and more important markets have at times been little less than ruinous.

A copy of the agreement signed by every member is given herewith, and will be seen to contain a cash penalty large enough to deter any brother with a tendency to backslide in the face of a sale promising a fair profit, but the strongest deterrent from such a course has been a sense of honor, for in no case has it been necessary to inflict the fine.

Nail Agreement, October 29, 1898.

We, the undersigned, hereby agree to maintain the base price (and regular card rate of extras) on cut and wire nails adopted this day, without reservation, conditions, qualification or equivocation of any kind or nature, until the rate is changed by a vote of the . . . . Nail Association.

It is also understood and agreed that a majority of members present and voting at any meeting of said association, may change the base price, and this agreement shall be binding and all signers to maintain any change so voted.

Any subscriber hereto may withdraw from this agreement at any meeting called for the purpose of considering such action, and the chairman shall call such a meeting upon request of any member.

It is further agreed, if any representatives of any firm signing, shall undersell the established rate or in any manner violate this agreement, said firm shall pay to the treasurer of the association the sum of $25, and any fines so collected shall be distributed as a majority vote of the members may decide.

An investigating committee of three members shall be elected at the next meeting of the association, who shall investigate any complaint of cutting or violation of this agreement, and the finding of a majority of said committee shall be final.

Base price adopted this date.

Cut Nails: To consumers, including any person, firm or corporation using nails, except recognized dealers who carry nails in stock and for sale, $0.00.

Car lots sold and invoiced to one customer, price optional.

Wire Nails: To consumers, as above defined, $0.00.

Lots of 50 casks or more optional.

Memoranda. Above agreement signed by eighteen dealers in this city, practically all in the trade.

The dating of this agreement simply indicates the last time the wording of the instrument was changed, the association having been continuous for more than fifteen years, and is working to the entire satisfaction of all.

At one time trouble was experienced with a suburban town, the dealers of which had been invited to come into the organization. They, however, saw fit to decline this courteous request, and announced their intention of fighting the matter.

A reasonable amount of time was allowed them to experience a change of heart, and when this failed to come, their town was declared an open market. The effect was instantaneous, and a truce was followed by the erring ones coming into the organization.

At another time a shrewd dealer from an outside town secured the services of a salesman familiar with the field covered by the association, and sent him into it, with quotations calculated to upset the market. This, however, did not last long, as means were taken to bring the author of these efforts to his senses, and since then the field has been undisturbed.

NEW ENGLAND IRON & HARDWARE ASSOCIATION.

The annual meeting of the New England Iron & Hardware Association will be held at Young's Hotel, Boston, on March 21st. Dinner will be served at 6 P. M., and will be followed by a number of speakers on appropriate subjects. The Hon. Patrick A. Collins, U. S. Consul General at London, will address the meeting on "Foreign Commerce of the United States;" and will be followed by Col. H. A. Thomas, Boston's eloquent postmaster, and the Rev. Edward A. Horton, equally well known as a public speaker. A full attendance is expected, and every effort will be made by the committee on arrangements to make this annual feature a decided success.

HISTORY ON FACTORY WALLS.

It is not often that the walls of a factory are made to record the stirring events of a nation's history, but that it sometimes happens may be seen from the following. In the machine shop of W. L. Barrett, of Bristol, Conn., the following entries are made with chalk on the walls close up to the ceiling:

"Our President Garfield shot, July 2, 1881. Died, September 19th. Guiteau, the murderer, hung, June 30, 1882." The letters are large and cover a space of fifteen or twenty feet, and were made at the time the events occurred.

The following is a sign used by a Boston paint dealer in his window: "Look in for paint."

There is one man in Boston who believes in advertising. He is the owner of a bicycle, and upon it he has erected an iron frame about twelve feet high and the same in length. This he has divided into a number of small spaces filled with canvas which he lets to the advertiser—if possible. For circulation he has the Boston street crowds, who eye his mysterious medium with some amusement as he struggles to maintain his own and his machine's equilibrium in the teeth of an east wind.

ODE TO A HOT-AIR REGISTER.

(In December.)

What greater ecstasy, what fiercer joy
Could yearning lover from slow-handed Fortune seek;
Than lie, as I do now, entranced, but coy;
And feel thy heated breath upon my cheek.

See how the hot blood answers thy caress;
'Twas cold and sluggish till by thy hot kisses fired.
See, too, my glowing lips, which strive to press
One spark of that bright fire thou hast inspired.

Again! Once more, I beg, thy life's breath blow
Upon me; that my being may absorb its heat.
Oh! thus forever, would my blood could flow.
Thus would I the last call to Heaven meet.

(In May.)

Less passionate, I beg. Would thou could'st find
A cooler manner to announce thy presence here.
Thy enervating breath benumbs my mind—
My stifling nostrils hate this atmosphere.

Inconstant? Fickle? Pray, what would you crave?
Did'st think my protestations of last winter held
With equal force in summer's balmy wave;
And that a Hot-Air Register my constancy compelled?

Boston, March, 1899. FRED A. CATON.

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THE OHIO HARDWARE ASSOCIATION.

The Ohio Hardware Association held its fifth annual convention in Toledo, Ohio, on Wednesday and Thursday, February 22nd and 23rd, there being a very large and representative attendance. The membership has reached the remarkable number of 300, showing that this pioneer organization among retail associations is very popular and is receiving the almost unanimous support of the retail trade.

The first session of the convention was held at 2: 30 P.M. on Wednesday, in Pythian Hall, and the first thing in order was the annual address of the president, H. C. Wiseman, of Springfield, who spoke as follows:

ADDRESS OF PRESIDENT H. C. WISEMAN.

Gentlemen of the Ohio Hardware Association: In this year of our national prosperity, so long promised us and so welcome in its coming, and among this gracious people of the city of Toledo, it becomes my pleasant privilege as your presiding officer, to offer you greeting and congratulation at this, the initial meeting of our fifth annual gathering, which I do right heartily.

The past few months and the weeks of the new year have given us assurances from very many sources that this meeting would bring us together with more of interest, with an added membership, greater than we have ever known, and our mutual greetings could be only more cordial, more heartfelt, and more a subject for congratulation, in that they extended still nearer toward each one of the eleven hundred retailers of our State, and yet there is cause for felicitation in the many new faces that have come among us to-day—we trust each one of them with the purpose in hand of adding their names to our roll, and leaving us enthusiastic members, anxious to help on the good work.

IT IS A HOBBY

that I am sure you will bear me out in riding, is this harping on increase in numbers. It becomes more than a hobby—it is a necessity, if we stand for organization at all, if we stand for progression and for the up-building of the trade; if we stand for success and are in earnest in our efforts. It is a paramount truth that individual conflict can never reach where concerted action succeeds. The few State Associations already held are a revelation in their growth and enthusiasm, and manufacturers and jobbers throughout the country, as well as the traveling salesmen and the conservative dealer who has waited for results, begin to realize that we not only may be, but are a power, not for evil toward them, not for antagonism toward any, but for good in all things.

THERE ARE RIGHTS AND WRONGS.

We do our best to secure the former; we have unsought our full share of the latter, and in our gatherings seek to rid ourselves of these, rather through a plain statement of facts, than that ever the cloven foot or the spirit antagonistic should be shown.

In the earlier days of our conventions, when seemingly it was not understood that the associations meant trade loyalty, new and stronger friendships, intelligent legislation, correct lines of merchandising and the up building of our business; manufacturers and jobbers stood aloof; even the men most interested, our neighboring retailers, smiled and got in out of the cold—quite a good many of them are not yet out.

I remember some cases in which complaints were entirely ignored; letters remained unanswered, and others went so far around to avoid the issue that it was necessary to restate it time and again. The contrary is quite the reverse at present. We have that attention we will always command; other than as we become a majority, it will increase, and instead of deliberate trade violations, we will note care, question, and to a certain extent, permission sought where it be a question.

RAILROADS AND EXPRESS COMPANIES

are two of the shadows that continually cross the path of the man in business; the former more just in all matters than the latter, except it be in the line of claims, and a claim for damages against a railroad has come to be a joke, whether it be for losses or for goods broken in transit. Both subjects need the attention of the Hardware Association, the lawmakers and the business man. In the matters of discrimination and over-charges it is almost an impossible matter to find recourse. Until now it has been understood that for the future we were to be loaded with the incubus of 30,000 pounds as a minimum carload. On the eve of our Association meeting, we thank the powers that be, this action has been rescinded and we return to the old basis of 24,000 pounds.

As to express rates, there is no explaining them; their values should be little beyond that of a common carrier; there is no comparison as to values with rates; we are simply robbed right and left and on all occasions. We honor and trust every Association will aid the Merchants' Association of New York in its efforts for lower and equitable rates based on a valuation of shipments, or those now in existence, so scaled that in these days of hustling merchants, goods may be laid at our doors by these monopolies not entirely devoid of profit.

OUR INFLUENCE

we cannot but feel will always be for the good of the trade, and never to its detriment. The natural growth of each Association, and their deliberations, have made this a manifest truth. It has already shown its values in our system of accounts and credits, in our collections and their methods, in our payments for purchases, in our treatment of the traveling man and the house he represents, in our neighborly spirit toward our competitor we once ignored, in our bettered methods throughout. Were there no other results, had we naught to ask of jobber and manufacturer, of our lawmakers, of our traveling visitors—all this organization would be worth more than it has cost us. It is the testimony, voluntarily given, of nine men out of every ten who take part with us.

HAVE WE ACCOMPLISHED ANYTHING?

The question is often asked, and the answer always comes, Yes! We are recognized, we are known throughout the length and breadth of our country. We have individually and collectively sought trade concessions, and in many cases received them. We have interested legislators who are now framing for us laws of lien and collection, whose absence on the statutes heretofore have cost us very many dollars. The lines of trade are being more closely followed—the retailer is a retailer, the jobber a jobber in fact, and in time, through our persuasive powers, we hope to close the door of the peddler to the consumer. We all of us have had, and will have, the department store and the catalogue house with us, and have learned much of how best to war with them in using their own ammunition. We have assurance from some makers and jobbers of goods that they prefer not to sell this class of trade. We have it from one of the largest corporations in America, that be-

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ginning with the coming month, they will hereafter sell strictly the Hardware trade. We hope to see our way toward carrying our own insurance; we are charged a rate exorbitant. We are classed in every case and in every city the same as lines ten times as likely to burn. I feel sure that in time a plan of mutual insurance will result—a saving of thousands to the Hardwaremen of the State.

AS TO A NATIONAL ASSOCIATION,

I don't feel like going by a question that seems to have developed into one of importance. We have forty-five States; ten of them have Associations. While they are all strong, healthy and growing, let me submit in view of the agitation on the subject. Are we ready just yet for a national organization? Are we large enough, strong enough, and are there enough of us to constitute one if organized? We do not want to make a second failure, admitting the conditions are not now what they were when the first one was attempted. Will it not be time enough to talk National when at least one-half of the States are represented with their own? We want to be a power in the land when that time comes; we want it a great success. I believe in it faithfully—believe the time will come for it, and will take great care and interest in helping to further one, but I do believe that an expression should be had at this meeting that will place us on record as against it just yet. We want a National Association, when the time does come, to bind together all our State Associations, to add strength to our own and to make strength for its members. Let us make haste slowly in this matter.

THE WORK OF THE YEAR

is in partial evidence before you in the numbers present here to-day; among those who have come long distances that they might know the pleasant experiences of former years, and in our new members whom we welcome, with us. There has been great missionary work this year among the members by the Executive Committee, through trade journals, and let us not forget it, our traveling friends have served us well in this respect and on all occasions. I want to thank the Executive Committee for what is certainly the best year's work ever shown by any committee, and this without reflection, since it consists of seven this year and but two before. Hard, untiring, individual work has been given to this seven and the results will show. And now, gentlemen, in closing, I feel that each one of us personally is under a lasting obligation to our genial secretary, than whom, I believe, there never was a harder worked man. His is truly a labor of love and loyalty, a thankless job, unless he accepts the full measure of our gratitude in part payment. His report will give you, fully and in detail, the actual work that is beginning to be a part of a growing organization.

I thank you for your kind attention.

The next thing in order was the annual report of the secretary, John F. Baker, of Dayton, as follows:

REPORT OF SECRETARY JOHN F. BAKER.

When our Fourth Annual Session convened at Columbus last year, our membership numbered sixty-five firms. During the session there were twenty-six names added, making a total membership of ninety-one at the close of the session. Since that date five firms have withdrawn, two having discontinued business, and three on account of lack of interest. During the year we have received the names of twenty-one firms, thus making our membership at this date 107. Our increase during the year has been the largest of any one year since its organization, and while it is not as large as it should be, yet the growth of our Association has been on the whole, slow, solid and sure.

The Ohio Association, as is known, is one of the pioneers, and yet it has not grown as rapidly as the far western Associations, the only reason I am able to give being that our dealers have not felt the incursion of the department store or the catalogue houses as the Hardware dealers of Wisconsin, Minnesota or Iowa have.

The Executive Committee have labored very zealously during the year. The change in the number of the Committee from two to seven has proven to be the part of wisdom. Coming as they do from the different parts of the State, and uniting their ideas regarding the work, has inured to the benefit of the Association, and the result has been that we have reaped the benefit therefrom.

Great credit is due Mr. Harrison of the Committee for the major part of the work. Earnestly desiring that the Session at Toledo should be the best ever held in its history, he has worked early and late untiringly for its interests, and whatever success we have at this session is in a great measure due to his individual efforts. In the hope that the Secretary will not be charged with exaggeration, he ventures the remark that if every member of our Association has consumed the amount of postage Mr. Harrison has, the Post Office department itself would in a short while dispose of the national debt.

As stated in my last Annual Report, the Secretary has had considerable correspondence in regard to our Association. Inquiries have come from all parts of the Union as to its aims and objects. In every instance these inquiries have been answered at length, and in several instances at great length, in order that the Association ideas may grow and succeed in every portion of our land.

In quite a number of instances dealers desiring to form City or County Associations have written the Secretary for instruction and information, and at such opportunities the Secretary has used his best efforts to promote such organizations.

It will also cause the members some surprise to learn that in not a few instances he has been enabled by correspondence to assist a number of dealers who desired to sell their establishments to find other dealers who were anxious to purchase. It will thus be seen that if our Association suddenly went out of existence, the loss to the Hardware trade in Ohio would not be inconsiderable. Since last we met we have had but two complaints brought prominently before our Executive Committee. Manufacturers and jobbers are realizing more and more the importance of our Association, and if the Hardware dealers of our State could but know the value of an organization, which in its very nature is bound to be a guardian of their rights, they would quickly come forward and join us, thus protecting themselves and strengthening the Association.

On the 30th of last November the Executive Committee held a meeting at the Hotel Chittenden in Columbus for the purpose of making preparations for the coming Session. All the members were present but one, who was unavoidably detained. The Secretary makes mention of this fact that the members may see that the Executive Committee are alert and faithful to their duties, and yet while great praise must be given our Committee for the work they have done this year, the Secretary insists, as he has done before, that our Association will grow more rapidly if each individual member will make it a personal matter to push the interests of our Association, and work for the increase in its membership. At the meeting of the Committee the opinion was expressed that the trade should be thoroughly aroused regarding the coming session, and to this end an address was prepared by the Committee and mailed to every dealer in the State.

That the dealers in our State have been well informed is no news to our membership, as may be seen by the numerous messages sent through the mail. We have over 1,100 bona fide Hardware dealers, and shall not discontinue our efforts until the larger part of this number are found in the membership of our Association.

In view of the fact that we are in need of printed Constitutions, the Secretary offers a suggestion, that since the

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present Constitution and By-Laws are somewhat crude and inadequate, that a Committee be appointed to revise the same, and that the Executive Committee be empowered to have a quantity printed. The Secretary has also received a communication relative to the formation of a National Hardware Association, and suggests that some action be taken regarding it, also a communication referring to the matter of excessive charges by the various express companies, which might be discussed with some profit by our own Association.

In conclusion, the Secretary desires to extend to the members his personal thanks for the confidence reposed in him, for the many expressions of friendship he has received, and for the numerous acts of kindness shown.

At the close of the reading of the secretary's report, a vote of thanks was tendered him, after which H.H.Bishop, McIntosh-Huntington Co., Cleveland, president of the National Hardware Association, addressed the convention by special invitation. He expressed his pleasure at meeting the members of the trade in Ohio. He then gave a detailed statement as to the National Hardware Association and its work, showing that its objects are purely of a friendly nature and for the purpose of cultivating a better feeling within the trade. He believed that the wholesale and retail trade of the country should work together in every possible way, to promote the welfare of the general public.

The following committees were appointed by the president:

On Question Box, Messrs. Winters, Gray and Woodward.

On Resolutions, Messrs. Morris, Angle, Duffy, Bogardus and Davidson.

On Wednesday evening a banquet was tendered the Association in the rooms of the Odd Fellows Building. Some 500 sat down, and a literary and musical programme was carried out, including addresses by the president, by Mr. Bishop and others.

On Thursday morning, interesting remarks were made by J. W. Schapp, of the New York Cutlery Co., Gowanda, N. Y., and by Hugh A. Cole, president of the Iowa Retail Hardware Dealers' Association. This was followed by a number of interesting questions from the Question Box, which brought forth subjects of an interesting nature from various members of the Associaton.

On Thursday afternoon, a cordial invitation was extended by Mr. Bishop on behalf of the Hardware dealers of Cleveland, inviting the Association to meet in that city next year in annual convention. At a later date in the meeting this invitation was accepted.

The efficient secretary of the Association, Mr. Baker, was next called to the bar of the gathering, by the president, who delivered a warm and well deserved enlogy, and followed it with a presentation of $100 in gold on behalf of the Association, for the very efficient work which the secretary had done during the past year. Mr. Baker thanked the members for their generous appreciation, with such words as he could command.

A nominating committee was appointed, consisting of the following gentlemen: Messrs. Guyton, Harner, Reed, Haberman and Talmage.

The following resolutions were then adopted:

Resolved, That we reaffirm the sentiments of the resolutions adopted at the meeting held at Columbus in 1898.

Resolved, That the necessity of an organization in every town where there are two or more stores be urged upon our members to the end that Hardwaremen may become better acquainted and work more in harmony.

Resolved, That it is not expedient for this Association at this time to encourage the formation of a National Retail Hardware Association.

Resolved, That we endorse the action taken by the Merchants' Association of New York against the exorbitant charges of the express companies and pledge them our hearty co-operation.

Resolved. That in the absence of any lien law for the protection of the Hardware trade we earnestly urge that the Executive Committee be authorized to act in this matter.

Resolved, That we recommend that a committee of three be appointed to revise the constitution and by-laws of this Association, which are at present inadequate.

The committee on nominations reported in favor of the re-election of the entire list of officers, with the addition of H. P. Davidson, of Cleveland, as a member of the Executive Committee. Under the suspension of the rules, these officers were elected by acclamation. The list is as follows:

President: H. C. Wiseman, Springfield.

Vice-president: E. L. Harris, Columbus.

Secretary and Treasurer: John F. Baker, Dayton.

Executive Committee: W. A. Remy, Mansfield; O. M. Scott, Marysville; L.F. Stahler, Waverly; Frank Harrison, Toledo; W. P. Scott, McConnellsville; Geo. M. Gray, Coshocton; C. C. Fouts, Middletown; H. P. Davidson, Cleveland.

The exercises were concluded at the end of the session of Thursday, and were followed by an attendance at the Valentine Theatre, where the members and other guests were cared for by the generosity of the local reception committee.

Names of Animals in Mechanics.

The English language has been enriched by many words drawn from other tongues to facilitate direct and comprehensive expression on all subjects. Within the language itself a similar principle has prevailed and old words of well-established meaning have been adopted in the sciences and arts to designate certain things or operations that seemed to resemble those from which the names were taken. In their new relations these words have strictly technical meanings. Their suitability is often obvious enough in English, but they can rarely be rendered in their exact technical sense into their actual equivalents in foreign tongues.

A number of words drawn from the animal kingdom for use in the mechanic arts are enumerated by a writer. "The machinist," he says, "employs a dog on his lathe; he takes a hog cut, if the tool will stand it; the castings are made from pigs of iron, which in turn were fed from a sow. Work is set upon a horse or buck, and punched or bent by a convenient bear; screws are turned by a monkey wrench. Hoisting is done by a crab, and a convenient cat is a part of the outfit of a shop crane, and a kit of tools is ever at hand. A crow helps to straighten work, a jack to lift it, a male pulley aids in driving machinery that a donkey engine turns. A fish connects parts end to end, or strengthens a broken beam; shells are used all over; a worm does powerful but quiet work. A cock shuts off the water; one kind of a ram raises it and another does heavy work. A printing press has a fly; the fast locomotive has a grasshopper valve motion and drive, and butterfly valves are common. Herring-bone gears are used by the best builders; turtles fit printing-press cylinders, and fly wheels are running all over the world. In drilling, even an old man is called into service and doctors prevent faulty lathe work.

"But from the human body itself we borrow the name of nearly every principal part, as head, neck, chest, arm, leg and toe; heel, sole and foot; elbow, shoulder, wrist and knee; knuckle and finger; rib and diaphragm; eye, ear, nose and cheek; mouth, tongue and tooth; throat and gullet; back, side and belly. From the minor animals also we get snout and horn, tail and claw, wing and feather, quill and spur, fin and scale."—*Straps and Buckles.*

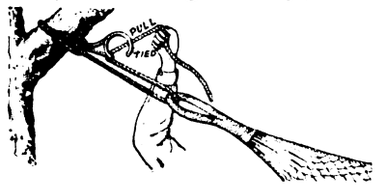
The island of Cuba could supply the western hemisphere with sugar. It has exported 1,000,000 tons in a single year.—*Exchange.*

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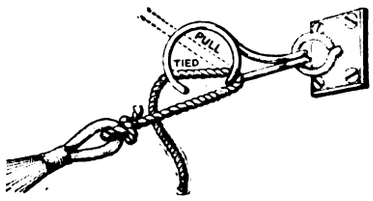
NEW GOODS AND SPECIALTIES.

Tie Co.'s Hammock Holdfast.

The Tie Co., Unadilla, N. Y., have created an industry out of a single need, for devices essential to the proper marketing of many other things. They claim their line to



cover ties and holdfasts for a hundred uses, and the claim is well substantiated by the illustrations on their trade circular, which shows the great utility of their devices in many ways. We illustrate herewith the very seasonable one which is advertised on the first page of our cover. It is



there used as a Hammock Holdfast. They are made for this purpose in several styles:

No 8 For ⅜ Hammock Rope, on Plate .....price each, $0.12
No. 80 For ⅜ Hammock Rope, on ½ inch Screw Eye ..... " .12
No. 100 For Hammock, on 5-16 inch Sisal Rope, 8 feet long.. " .12

Two Successful Traps.

The two rat and mice traps shown in this connection are being successfully placed upon the market by the J. M. Mast Mfg. Co., Lancaster, Pa. In Fig. 1 is shown their

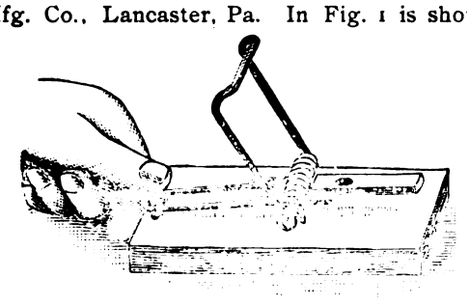


FIG. 1.

Blizzard No. 1, which is described as furnishing "a cold day for rats." It is set with a safety lever, and its chief superiority is described as "the ease with which it is set, safety to the fingers while adjusting it, and substantial construction. You do not take hold of the jaw or striker, but use the movable lever on top to raise and fasten the striker in position, as shown in the illustration." It is made in two sizes: No. 1, for rats; No. 12, for mice. We also show in

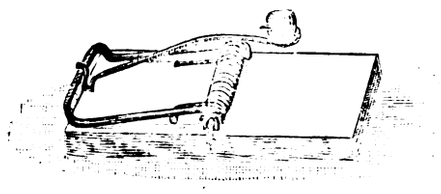


FIG. 2.

Fig. 2 their "Stop Thief" trap. The makers say: "Here is simplicity, durability and effectiveness. This trap is exactly what its name implies. It is a detective that catches the thief every time he steals. Needs no instructions to set. A wooden man would know how to set it. Made in two sizes: No. 30, for rats; No. 40, for mice. Cheapest traps on the market." Prices upon application to the J. M. Mast Mfg. Co., Lancaster, Pa.

Giant Grindstone Hanger.

The Stowell Mfg. & Foundry Co., South Milwaukee, Wis., who are well known as manufacturers of Hardware,

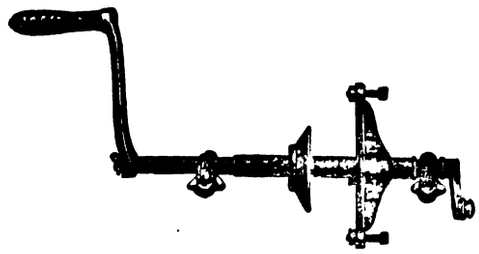


FIG 1.—SET UP.

door hangers, hot-air registers, etc., have added to their line the "Giant Grindstone Hanger," which is manufactured exclusively by them, and which they are now introducing to the market. They say this is not an experiment,



FIG. 1—KNOCKED DOWN.

but that it has demonstrated its good qualities and has proved itself a thorough success in use. They say that with this hanger the stones are held true and fast without wedging or cementing. They will be pleased to send full description with prices on application.

Recent Trade Publications.

Sargent & Co., New Haven, Conn., and New York, are distributing to the Hardware trade their catalogue of 1899 of screen Hardware. It is a pamphlet of 36 pages folio, size of their large catalogue pages, printed in blue on a pale blue paper, which gives it an extremely artistic effect. Embodied in its contents are all the needed furniture for the construction of screens and screen doors, including: Door springs, spring hinges, door catches, in a very large variety of styles and sizes, covering every possible specification; locks and night latches, screen corner brackets, window screen pulls, sash lifts, door pulls, shutter knobs and door bolts. Nearly all these various goods are made in the styles and qualities demanded by manufacturers and the trade generally, from bronzed iron to genuine bronze metal, and although the catalogue is a pamphlet of so few pages, it is completely filled with the seasonable goods so essential in a general stock of Hardware at this spring season of the year.

We have received from the Knapp & Spencer Co., Sioux City, Iowa, their 1899 catalogue of bicycles and sundries. It shows the full line of Clippers which they handle, and also an extensive assortment of sundries, covering about everything needed in the bicycle line.

Clarence S. Lunt, manager of the Metallic Basket Co., Rochester, N. Y., has been in the city for the past few days looking up business in connection with this successful establishment.

HARDWARE'S "Prices Current" are reliable.

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New England Hardware Dealers' Association.

The regular monthly meeting of the above Association was held at the United States Hotel on March 8th. The business meeting was called in the hotel parlors at 5:30 P. M., and dinner was served at 6.

The business before the meeting was taken up in its regular order, J. H. Sayward, of Haverhill, third vice-president, occupying the chair.

A letter from J. Carleton Nichols was read, in which he declined the office of president, to which he was elected last month, stating that, while appreciating the honor, he found it would be impossible for him to serve.

Hiram C. Janvrin, as chairman of nominating committee, said that he had spoken to Mr. Nichols, and had found he was firm in his intention, and that he had then given his attention to securing an equally desirable successor. W. D. Parlin, first vice-president, had consented to accept a nomination on the condition that he should receive the hearty support of the members during the year. Mr. Janvrin therefore nominated Mr. Parlin. This was seconded, and the vote was unanimous in the latter's favor.

As this election vacated the office of first vice-president B. C. Pierce, second vice-president, and John H. Sayward, third vice-president, were advanced to first and second respectively; and E. M. Richardson, of Waltham, was elected third vice-president. The Pricing Committee of 1898, consisting of J. B. Hunter, M. A. Chandler, W. H. Billings, W. E. Plumer and J. C. Nichols, were re-elected, as were also the Investigating Committee, composed of E. C. W. Bliss, H. M. Sanders and M. W. Tarbox; and the Membership Committee, H. G. Janvrin, J. H. Sayward and M. H. Tarbox.

The following new members were elected: E. O. Noyce, Brockton; Jos. K. Hanks, South Boston, and Geo. H. Campbell, Boston.

Ex-President Loomis then addressed the members on the question as to whether the Association should continue as a social organization, or should be distinctly of a business character. Personally he believed that benefit from associations was inevitable; but the object was to secure the best results. He spoke at length of the benefit derived by the members of the Providence Nail Association, which had existed for over fifteen years, and had absolutely controlled the price of nails in that market, and assured a fair profit when other markets were selling almost at cost. He also referred to the Bicycle Association in the same city, which had accomplished much good. He believed that the New England Hardware Dealers Association could be made the parent of many small local associations, which could be represented at the meetings of the former. He did not think it possible for the parent body to legislate suitably for outlying districts, as their interests were not always identical. Already Rhode Island was investigating the possibility of forming a local organization, and with many such sub-associations it would be most interesting to watch the development that was bound to follow. He suggested appointing several sub-committees to find how the dealers of smaller towns felt.

Mr. Janvrin said that Mr. Loomis had expressed his views almost word for word. He considered that the Association had been a decided social success, but not a business one. The idea of local organization was the secret of success. He felt that they had undertaken too much to secure direct membership from the whole of New England, and that while he would not exclude out-of-town membership, he felt that the Boston trade could secure better results if they were purely a Boston Association.

Chas. E. Adams, of Lowell, in reply, said that he was a member of the New England Paint, Oil & Varnish Club, which for years had secured uniform prices throughout New England, and saved all price cutting. Personally, he intended to put a stop to all selling of goods at a loss, and he believed Mr. Loomis' suggestions would effect that reform.

Mr. Janvrin asked the last speaker whether, in his opinion, the Association would be better as a single organization, or as the head of a number of sub-divisions. Mr. Adams replied that he considered the latter course the better one.

Mr. Loomis, referring to Mr. Janvrin's remarks about making it a purely Boston Association, contended that the parent organization should continue to exist, and that a local Boston branch should be formed, if desirable.

Secretary Farless read a letter from a traveling representative of a Hardware firm, who had, at the request of one of the members, felt the pulse of the out of town dealers. It was found that great interest was manifested by this trade in the success of the organization, and that the proposition to affiliate locally as branches of the New England Association was favorably received.

A suggestion that circulars be sent out to the trade generally, was adversely commented upon by Secretary Farless, whose opinion and experience it was that nothing but personal missionary work would have the desired effect. Owing to the lateness of the hour the question was then put over to the next meeting, and a motion to adjourn followed.

Rubber from Indian Corn.

An important development affecting the rubber trade has been recently made by a company operating the principal glucose plants of the United States, viz.: the manufacture of a substitute for india rubber from corn oil. The company controls about ninety per cent. of the total output of glucose for domestic and foreign consumption, and from a statement issued on August 1st it appears that its several mills had consumed since August 15, 1897, 20,616,000 bushels of corn, from which were produced 542,100,000 pounds of glucose, 120,572,000 pounds of starch, 98,382,000 pounds of sugar, 2,600,000 pounds of dextrine, and 151,788,000 pounds of residue.

The number of by-products manufactured is forty. Among these is the manufacture of a substitute for rubber. It is not intended to entirely take the place of rubber, but it is to be used as a mixer. The manufacturers are now selling the product at 4½ cents per pound, and the claim is made that rubber goods manufacturers, particularly those who make bicycle tires, are using it extensively. If its durability is proven it is thought that the rubber trade will be revolutionized.

This rubber substitute is made from corn oil by a vulcanizing process, the product closely resembling Para rubber in appearance and quality. It can be used, according to the statement of the company, in the manufacture of all grades of rubber goods, including sheet rubber, bicycle tires, rubber boots, rubber soles, waterproofing, linoleum, etc. The fact that corn oil does not oxidize readily makes this product of great value, since it also is not affected by oxidation, so that the products manufactured from it will always remain pliable and will not crack as those made from other substitutes made from rape-seed oil, linseed oil, etc. A mixture of fifty per cent. pure rubber and fifty per cent. rubber substitute will, it is claimed, remain soft and pliable and will not crack.—*Bureau of American Republics.*

George B. Parsons, St. Johns, Newfoundland, writes us that he is prepared to accept the sole agency for Newfoundland for any American Hardware firm. He has been the representative for several English and Canadian Hardware firms for a number of years, and would be pleased to extend his connections. A letter addressed to him, care of P. O. Box 331, St. Johns, N. F., will receive immediate attention.

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Review of the Markets.

Hardware: Advancing tendencies on the part of such metals as are largely used in Hardware production have probably reached a limit for the present. Copper, lead, spelter, etc., having reached a point where lower quotations than prevailed ten days ago, have been named, to meet the views of buyers or equalize the strength of a bull market. Many discount sheets now in preparation will carry higher prices than have been experienced for a long time. The American Steel & Wire Co. are striving very hard to surpass all previous records in the way of advancing quotations, having increased fully sixty per cent. in two months, from $1.25, which was the prevailing quotation the latter part of December, to $1.85 announced for Feb. 27th. The product is so fully controlled by the trust conditions with which it is surrounded, the retail dealers can hope for but little relief except by the occasional marketing of some large holdings purchased by the jobbers previously, at much lower quotations.

Wire Nails: Since our previous issue an important advance has taken place in the base price of this leading staple. On February 27th the American Steel & Wire Co. announced that in consequence of the increased cost of the raw material, an advance of 25 cents a keg would be made. This also involved a few minor changes as to graded prices, which make present prices read as follows: To large buyers in carload lots, f. o. b. Pittsburg or Cleveland, $1.85; to large buyers in less than carload lots, $1.87½; to small buyers in carload lots, $1.90; to small buyers in less than carload lots, $2. Notwithstanding these unusual advances in price, business in this line may be considered fairly active. From the growing lack of material it is feared a scarcity may confront the trade at a later date. New York prices may be named as follows: Carload lots on dock, $2.05; small lots from store, $2 25. No great effort is made to enter orders far ahead at the present time, which is probably on account of the large orders already booked and as yet unfilled.

Cut Nails: The market for cut nails is improved by every advance in wire nails, the present state of the market being held firm at a slight advance over former quotations, the market price now being $1.40, f. o. b., Pittsburg. New York prices being fully maintained at the following: Carload lots on dock, $1.55; small lots from store, $1.65.

Builders' Hardware: The great demand for builders' Hardware is being felt by every manufacturer in this important industry. It is certainly of a character to promise the most active season the manufacturers have had in several years. The statement made by the department of buildings recently, that the applications last Saturday for the building of new structures, exceeded in number that of any day, with one exception, since the establishment of the department, was of a most gratifying character, and justifies the confidence felt in the industry that the prosperity before them is permanent and progressive.

Barb Wire: The same advance which astonished the trade on wire nails, has been felt in barb wire as well, the present prices being represented by the following, f.o.b. Cleveland or Pittsburg: To large buyers in carload lots, painted, $1.95; galvanized, $2.35; to small buyers in less than carload lots, painted, $2.10; galvanized, $2.50. The market even at these advanced quotations is noted as being a very firm one, as orders for the current month only are solicited. New York prices are steady at the following: Four-point galvanized in carload lots on dock, $2.50 to $2.55, and small lots from store, $2.65.

Smooth Wire: The market for smooth wire being governed by the same conditions as are noted in other wire products, is represented by quotations showing an advance of 25 cents beyond previous quotations in our columns recently. We now quote: $1.70 base, f.o.b. Cleveland or Pittsburg, with 40 cents advance for galvanized. For buyers of single carloads an advance of five cents on above prices is made; the price for less than carloads being $1.85; galvanized, $2.25.

Auger Bits, Augers, etc.: The recently made discounts on these goods have been advanced, and the present quotation is represented by 75&5 to 75&10 per cent., with the market stronger in many respects on good grades.

Rules: Few goods have kept as low in price for so long a period as boxwood rules, which have been sold at a discount of eighty per cent. with several extra tens, for so long a time, few dealers can remember anything different. Increasing costs on constructive material, boxwood, brass, etc., compel the makers at last to agree to quotations, uniform with all of them, that will protect the industry from positive loss at this time, when the demand is an aggressive one. Under date of March 1st, the Stanley Rule & Level Co. issue a revised discount sheet, changing the discount on boxwood rules from 80&10 per cent., which previously prevailed, to 75&10 per cent., which becomes the present market price.

Wrought Nuts: The present market on heavy Hardware is fully maintained on advancing quotations. Under date of February 28, the market is represented by the following:

Hot Pressed Nuts, square	Cents off list,	6.10
" " hexagon	"	6 80
Plain Cold Punched Nuts, U. S. Standard, square	"	5.80
" " " hexagon	"	6.10
Cold Punched, C. T. & R. Nuts, U. S. Standard, square	"	5.80
" " " hexagon	"	

Iron Rivets: Under date of March 4th the following changes in discounts are announced:

Bulk and Coopers	70%
1000 Rivets or in papers	70%
Belt Rivets and Burrs, Tinned	70%
" " Coppered	70%

For Tinning or Coppering other than 1000 or Belt, per pound..2½ cents.

Bronze and Brass Padlocks: Slaymaker-Barry Co., John H. Graham & Co., New York, agents, announce the withdrawal of all quotations, which may be had on application.

Picks and Mattocks: The following revised list was adopted by the manufacturers of picks and mattocks at the meeting held in Pittsburg, February 23. This new list is subject to a discount of from 70 and 10 to 75 per cent.:

MATTOCKS.

Adze Eye, Long Cutter,	6 pounds	per dozen,	$17.00
" Short "	5½ "	"	16.50
" Long "	5 " or lighter	"	16.00
" Short "	5 "	"	16.00
" Pick Mattocks,	6 "	"	17.00
" " "	5 "	"	16.00

GRUB HOES.

Western Pattern, No	0, 3 pounds	per dozen,	$11.50
" " "	1, 3½ "	"	12.00
" " "	2, 4 "	"	12 50
" " "	3, 4½ "	"	13.00
Baltimore " "	1, 3½ "	"	12 00
" " "	2, 4½ "	"	13 00
" " "	3, 5 "	"	14 00
" " "	4, 5¼ "	"	15.00

RAILROAD PICKS.

Adze Eye, 4 to 5 pounds	per dozen,	$11.50
" 5 to 6 "	"	12.50
" 6 to 7 "	"	13.50
" 7 to 8 "	"	14.50
" 8 to 9 "	"	16 50
" 9 to 10 "	"	18.50

Straight Weights	4 lb.	5 lb.	6 lb.	7 lb.	8 lb.	9 lb.	10 lb.
	$11.50	12.00	13 00	14.00	15.50	17.50	19 50

ORE PICKS.
Same List Price as Railroad Picks.

TAMPING PICKS.

Adze Eye, 6 to 7 pounds	per dozen	$18.00
" 7 to 8 "	"	19.00
" 8 to 9 "	"	20.00

Straight Weights	6 lb.	7 lb.	8 lb.	9 lb.
	$18.00	18.50	19.50	21.00

HAZEL HOES.

Hazel Hoes	per dozen, $14.00

ACCOMMAC HOES.

	6 inch.	6½ inch.	7 inch.
Heavy, per dozen	$18.00	19 00	20.00
Light, "	14 50	15.00	16.00

Withdrawal of prices: In the present state of the markets affecting their productions, many manufacturers are withdrawing the prices they had already given at an earlier date on which to base purchases of spring stocks. New discount sheets are in preparation, by the aid of which, it is believed, the jobbers will be able to maintain uniform quotations when soliciting the business of the retailers at a later date. Among those whose announcements have

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reached us, are the following: Snell Mfg. Co., Fiskdale, Mass., John H. Graham & Co., No. 113 Chambers Street, New York, selling agents; Lane Bros. Co., Poughkeepsie, N. Y.; New Haven Copper Co., John H. Graham & Co., No. 113 Chambers Street, New York, selling agents; Atlas Mfg. Co., New Haven, Conn.; Troy Nickel Works, Albany, N.Y.; Peck, Stow & Wilcox Co., New York.

Steelyards: The Peck, Stow & Wilcox Co., Cleveland and New York, announce, under date of February 15th, that the price to the jobbing trade of steelyards, both American and Domestic, and Farmer's and Hart's represented on page 209 of their 1899 catalogue, will be 40 and 10 per cent. discount, and they also announce having discontinued the manufacture of the 50-pound iron bar American and Domestic steelyards. The list on their 50-pound steel bar American and Domestic steelyards will be $6 per dozen, f.o.b. Cleveland, with no allowance for freight.

Tire and Stove Bolts: The American Screw Co., Providence, R. I., under date of February 23d, make the following changes in their discounts:

Tire Bolts.	Norway Philadelphia	75&10%
"	Eagle Philadelphia	80&10%
"	Bay State, Plain	70&10%
"	Bay State, Fluted	70&10%
Sleigh Shoe Bolts.		80&10%
Stove Bolts.	Flat Head	70&10%
"	" Annealed	70&10%
"	Round Head	70&10%
Stove Rods		70&10%
Sink Bolts		70&10%

Cordage: The continuation of the unsettled conditions in the Philippines has caused the market for Manila hemp to be greatly disturbed; higher prices following as a matter of course. It is believed by many manufacturers that more advanced figures will be reached before any settlement is made that will have a contrary effect upon the market. We quote the following as the prevailing quotations from manufacturers:

Manila, 7-16 inch and larger	per pound,	9¼ cents
" ⅜ inch	"	9¾ "
" ¼ and 5-16 inch	"	9¼ "
Sisal, 7-16 inch and larger	"	10¼ "
" ⅜ inch	"	8¾ "
" ¼ and 5-16 inch	"	7¼ "
" Lath Yarn	"	7¾ "

Binder Twine: Naturally the same influences that affect prices on cordage have their effect on binder twine, the market for which may be considered firm at the following quotations, which are manufacturers' prices for carload lots f. o. b. Eastern factories:

White Sisal, 500 feet to pound	per pound,	9 to 9¼ cents
Standard, 500 feet to pound	"	9 to 9¼ "
Manila, 600 feet to pound	"	9¾ to 10 "
Pure Manila, 650 feet to pound	"	10¾ to 10½ "

Bright Wire Goods: Continued advances in price of wire products is one cause of bright wire goods being held at a discount of 90 per cent., to which price this important line was advanced recently.

Cabinet Locks: An advance in the price of these staple goods is announced by the leading manufacturers, the prevailing discount being made 33⅓ per cent.

Sash Locks, Window Stop Adjusters, etc.: Hobart B. Ives & Co., New Haven, Conn.; J. H. Graham & Co., No. 113 Chambers Street, New York, agents, make the following changes in quotations:

March 1, 1899.

To the Hardware Trade: Until further notice, our discounts and terms on Hardware manufactured by us, as shown in catalogue No. 10, 1899, will be as follows:

Window Ventilating and Mortise Door Bolts	discounts,	65%
Sash Locks, Wrought Steel, also with Bronze Metal Knob.	"	65%
Sash Locks, Wrought Bronze and Brass Metal	"	62½%
Sash Locks, Cast Iron, also with Bronze Metal Knob	"	66⅔ and 5%
Sash Locks, Cast Bronze and Brass Metal	"	66⅔%
Window Stop Adjusters	"	40%
Sash Lifts and Shutter Bars	"	55%

Terms, 60 days net, less 2 per cent. for cash in ten days.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, quote as follows: In lots of less than 5 barrels, 42 cents per gallon; in lots of 5 barrels or more, 41 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw; Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE BALTIMORE TRADE.

Hardware jobbers are usually good mathematicians, and a knowledge of this branch is highly essential to the correct solution of the many problems presented to them by the manufacturers, and that the latter possess a masterly knowledge can be demonstrated by the various lists and discounts emanating from them in the past few years. Genius linked with talent has placed the manufacturers of Hardware in the front rank, and with amazing ability they seize every opportunity (whether through consolidations, agreements through associations or mutual understanding,) to enlarge the margin of profit.

The bewilderment occasioned by the rapid change of prices in all lines of goods since the first of the year, and the anticipation or uncertainty regarding still higher prices has kept the jobber under a continual strain, both mental and financial. Some manufacturers have been considerate enough to advise their customers that an advance in their lines would occur at a stated time whilst others have sprung, without a moment's warning, new prices upon us, and decline emphatically any protection.

This latter treatment is unfair to say the least, as when working upon quotations made, or understood to be, for our season's requirements, with traveling men scattered over the country and prices given in reply to inquiries addressed us, the jobber is placed in a position to accept many orders and fill same at a loss, or suffer mortification and the loss of confidence of his customers.

Having just experienced conditions as above expressed on our Fork line, and receiving an eloquent letter from the manufacturers, whose goods we have handled almost exclusively for many years, advising us that they could not honorably accept our order at prices made us last December for the spring trade, as they had agreed with other manufacturers a day or two previous to the receipt of our order to maintain the new and much higher prices, would state that we admire honorable men, also consistent men, but would like to know where the jobber comes in.

Navigation by water has opened; by land it is still difficult, owing to the present bad conditions of the roads, which makes driving exceedingly slow, expensive and objectionable to salesmen; railroad points are therefore principally visited. With favorable weather trade will be in full blast in another week, and we hope in sufficient volume to make up for lost time occasioned by the blizzard.

Collections are bad owing to our customers being unable to collect their bills from the farmers indebted to them.

H. W. WEBB & SON.

THE PHILADELPHIA TRADE.

The advance in prices still continues, and, in fact, manufacturers tell us it has simply begun, and from all we can learn, the raw material market is in more active shape than any time for twenty years. Not only have prices advanced heavily, and are still advancing, but even if a man is willing to pay the advance, he frequently still finds it impossible to get the stuff.

A leading manufacturer prophesied a few days ago pig iron would reach $25 inside of six weeks, and that certainly seems to be the tendency at present. Manufactured goods are, of course, responding to this state of affairs, and both jobbers and retailers are kept busy in marking up the value of their goods.

The natural inquiry of course comes, "Is this advance legitimate?" "Is it not caused by the trusts which are being formed on every hand?" While, in answer, it may be admitted that the new trusts play some part in the advancement of price, the main cause lies quite beyond them, and is to be found in actual shortage of goods.

For years both manufacturers and dealers have been

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buying from hand-to-mouth and keeping their stocks as low as possible; consumers again have been economizing greatly, making their tools and implements last as long as possible, and doing without many things which they actually needed. While this depression lasted many manufacturers gradually withdrew from business, while the population of the country and the actual need for goods steadily increased. Suddenly then Providence favors us at last with large and profitable crops, increased money begins to flow into the country, mechanics and laborers and coal operatives find plenty of employment, and suddenly a largely increased demand arises, and a shortage being found, the price naturally advances.

It must also be borne in mind that for some time many goods have been sold at prices which actually did not cover the cost of production, and on many lines it must be admitted that the advances made so far are but very moderate, and that still further advances are more than justified by the increased cost of raw material.

We feel, therefore, it is a conservative view to maintain that a higher level of prices may be expected for some time to come, and we think all business men agree that prosperity and high prices go hand in hand.

Advances are far too many for us to record, but they will be found doubtless in the price columns.

Trade naturally feels the impulse of better prices, and much better orders are the result. Dealers are no longer afraid to buy with some freedom. With many goods it is not a question of price, but whether jobbers and manufacturers will be able to deliver them. This is naturally true of spring goods, and many others which have been sold at abnormally low prices.

A good spring trade may fairly be expected, and with prosperous times it is hoped that collections will largely improve, and that failures will become smaller in number.

BIDDLE HARDWARE CO.

THE COLUMBUS TRADE.

These are busy times, and a Hardwareman cannot afford to even go duck hunting for fear nails will advance another 25 cents a keg, and he will fail to get the information to his salesmen before they sell a few carloads at old prices. This will also apply to a long list of other goods. In fact, nearly everything in the Hardware line has caught the fever. It is more contagious than the grip, and looks as though it might hang on longer. Advances make some people feel good. One of our customers on being informed about the advance on nails, cheered up and said, "By George, that caught me just right. I have two whole kegs of 8d nails on hand," and he was in earnest, too, as that was a good stock for him. Trade is good; everybody seems to be ready to buy, especially on goods that have not advanced much. Wire cloth and poultry netting are getting scarce before the season begins, and prices are very firm with a still farther advance probable. Rope advanced 1¼ cents per pound in less than two weeks. Binder twine has gone up fully $10 per ton, and some factories are sold up and declining orders.

The latest strike that we know of was among the hens. That strike must have been "hatched" on the quiet during that extreme cold weather. The hens no doubt concluded that the eggs would freeze as soon as they were laid and be wasted, and it was no fun running around the barn a dozen times to get warmed up to lay a 2 cent egg, when it was 20 below zero, and so they all became roosters (at night). It is strange how hungry a fellow gets for eggs when they are 75 cents to $1 a dozen. We are glad there is more than one "lay" delegate in hen society. After a freeze-up of about two weeks the strike is off, and with a great deal of fuss and "feathers" eggs are being produced at the low price of 25 cents a dozen. If some combinations could be regulated as easily as the hen trouble, we would have no cause for complaint.

SMITH BROS. HARDWARE CO.

THE PITTSBURG TRADE.

Men of foresight are profiting by the present condition of business. So far as our observation goes most of the jobbing trade can be counted in this class, but we think the retailer has become so accustomed to low prices that he has not realized that they are on the advance until after the event. We occasionally receive letters from customers whom we have charged the first advance, asking why they are charged more than last time. Jobbers generally believe the advances so far made are but the beginning of the upward movement, and are asking and getting the new rates. Under present conditions there is bound to be some irregularity in prices, but as a general rule the retailer who stocks up at the first advance will do well. Goods have been abnormally low for a number of years, and a moderate advance is healthy.

Employment is general among all the working classes, and wages are being advanced for common labor. Building promises well in our city this year.

LOGAN-GREGG HARDWARE CO.

THE DAVENPORT TRADE.

Invoices of goods bought in a speculative way two months ago are becoming due, but in many cases the pay therefor cometh not.

The sellers of different lines of Hardware are not as independent as they were two weeks ago; they are becoming more willing to sell, for, verily, the profits on goods purchased or produced previous to the recent advances are decidedly attractive. Buyers are more conservative, many of them having accumulated large stocks that were carefully selected and well assorted, and they are therefore in-

. . .SMOKELESS POWDER PERFECTED. . .

After a series of exhaustive tests, the **LAFLIN & RAND POWDER CO.** now offers to the public, for the first time, their . . . . . .

Manufacturers' Guarantee.

All of the different kinds of Smokeless Powder manufactured by the Laflin & Rand Powder Co. are Smokeless, Absolutely Uniform, High in Velocity, Low in Breech Pressure, Waterproof, and Guaranteed to give as good results under any climatic conditions, at the end of a Day, a Month, or a Year, as when purchased. Metallic Shells can be reloaded indefinitely with this Powder, the same as with Black Powder.

SMOKELESS POWDER FOR SHOT GUNS
.22 CALIBRE RIFLES
.25 CALIBRE RIFLES
.30 CALIBRE RIFLES
.38 CALIBRE RIFLES
.40 CALIBRE RIFLES
.44 CALIBRE RIFLES
.45 CALIBRE RIFLES
.50 CALIBRE RIFLES
All Kinds of REVOLVERS

Correspondence, as to Suitable Powder for Any Kind of Weapon, Solicited.

LAFLIN & RAND POWDER CO.,

Chicago, Ill., St. Louis, Mo., Memphis, Tenn., Pottsville, Pa., Denver, Col., Philadelphia, Pa.

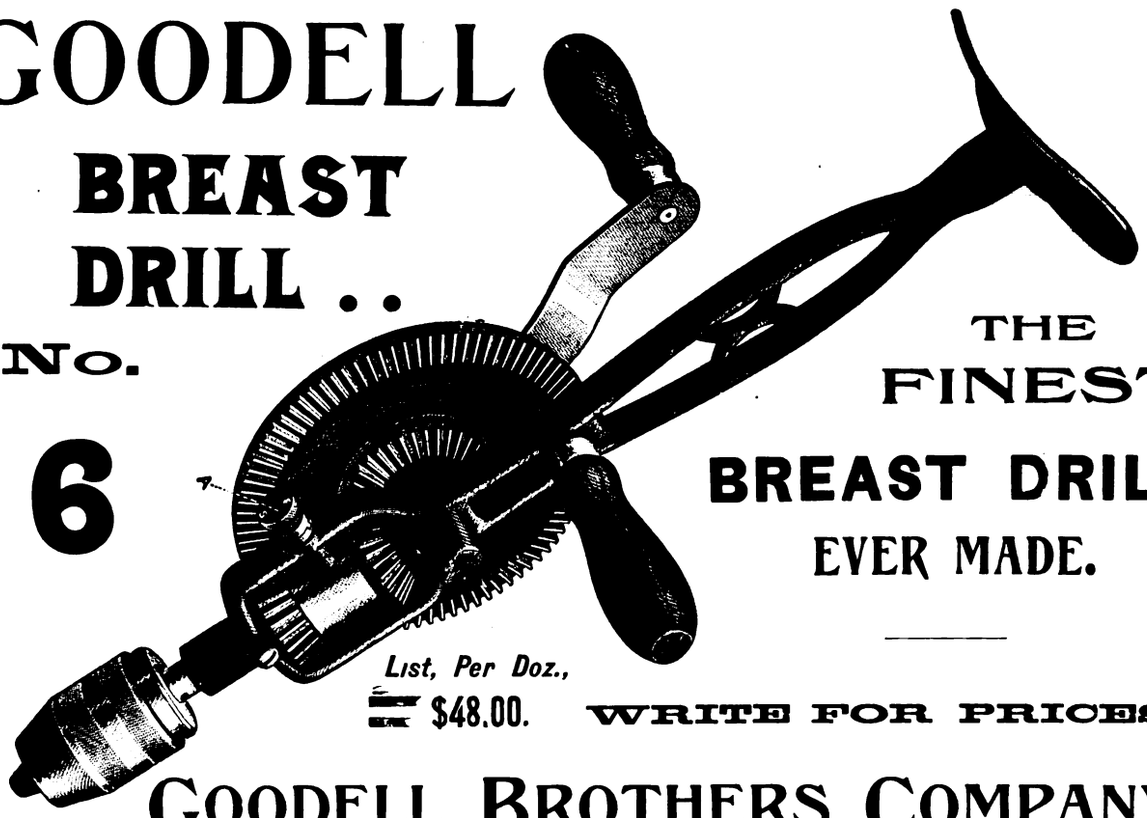
99 CEDAR STREET. NEW YORK, N. Y.

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GOODELL

BREAST DRILL ..

No. 6



THE FINEST BREAST DRILL EVER MADE.

List, Per Doz., $48.00.

WRITE FOR PRICES.

GOODELL BROTHERS COMPANY,

GREENFIELD, MASS., U. S. A.

clined to dispose of what they have on hand, realizing the gain that the improved condition of the markets has given them rather than risk any further speculative purchases.

The harmony prevailing between manufacturers and jobbers is gradually expanding the differentials in prices between the wholesale and retail trade. Consolidation on one side, and organization on the other, has, without doubt, much to do with bringing about this necessary and most welcome change in favor of the Hardware jobber.

The local banks report deposits increasing; calls for commercial discounts light, and demand for long time loans from savings banks improving.

Most metals continue to rise from manipulation, but there is one metal according to the interesting letters published in *Hardware* of the 25th ultm., that for a time even pools and trusts could not elevate, that was: mercury in the thermometers. For:

Your trade reports from East and West
Of Smith and Jones and Brown,
All show the day was cold for trade
When mercury went down.

SICKELS, PRESTON & NUTTING CO.

THE CLEVELAND TRADE.

The boom seems to have got the bit in its teeth, and is going like mad. The long depression and low prices settled the question for a good many people that we had permanently come to an era of low prices, but it seems they were mistaken.

Now, if we can profit by experience, we shall remember that changes will continue to come.

The unusual demand for goods is largely caused by the feeling that an advance is to take place, and a large number of purchasers in the country feeling this have increased their orders, and this aggregate makes an enormous demand, far in excess of any consumptive demand.

It is easy to predict the result. The demand will decrease with the excitement and manufacturers will be stampeded, because orders are falling off and prices are sure to decline.

Goods bought at or near the old price will prove a good purchase, as they will not reach the extreme low prices for a number of years, but they are sure to decline when the boom passes.

A dull season will surely come again, and the probability is that this will not be long delayed if the boom continues acute for a month longer. Facilities are large enough to over-supply any legitimate demand, and the excessive demand will be short-lived.

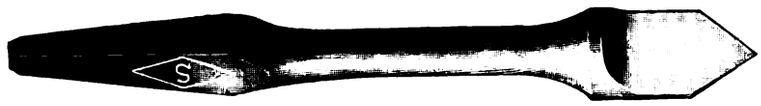
THE LOCKWOOD-TAYLOR HARDWARE CO.

THE INDIANAPOLIS TRADE.

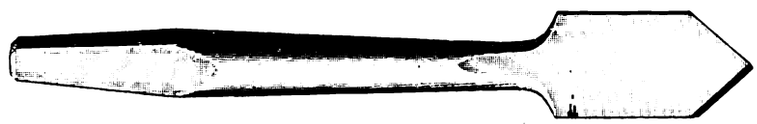
We are doing our best to fill our orders complete, but find it hard work because we cannot get the goods fast enough from the factories.

The matter of clearing up our stock is having our attention. Even with the exercise of great care, goods will accumulate in every Hardware stock, which, to a certain extent, are unsalable. This comes largely from the demand changing from one line to another. An illustration of this is the lack of demand now for a polished copper tea kettle, the trade being almost entirely for nickel plated, owing to the small difference now in the price. Another illustration is tinned tacks, the trade having changed almost entirely to a polished steel tack put up in a variety of packages. There is no better time than on a rising market for the jobber or retailer to turn slow sellers into money, that he may invest the proceeds in goods for which there is a continuous demand. Many Hardwaremen are too conservative to sacrifice their profit on such articles or to sell them for less than cost, but it is the only way to clean up stock, and at the same time make the purchaser,

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No. 310 FOR METAL.


No. 315 FOR METAL AND WOOD.


No. 320 FOR METAL.

Mayhew's Countersinks

for Wood or Metal.

CATALOGUE ON APPLICATION.

H. H. MAYHEW CO.,

SHELBURNE FALLS, MASS., U. S. A.

whether he be a consumer or retailer, feel that you are doing him a favor.

Some people think because there is a slight demand for an article in a locality where the people do not keep up with the times, that it is necessary to keep some of these "old timers" in stock.

VAN CAMP HARDWARE & IRON CO.

THE OMAHA TRADE.

The weather during the past month was not very favorable for an increase in trade, as its unusual severity and many heavy storms throughout the West materially decreased what would otherwise have been a very heavy month. However, even under the unfavorable conditions, trade showed a very material gain over the corresponding month of a year ago. In accordance with the universal custom which now burdens the mails, we have withdrawn all prices and are endeavoring, with not quite as much success as we would like to meet with, to procure a sufficient supply of goods to fill the demands of the trade. There is no question at all but that the next few months will see a larger demand for goods than jobbers and manufacturers are able to take care of. Under the circumstances, it appears to be a recognized policy on the part of the trade to cooperate in the maintenance of all advances made by the manufacturers, which under present conditions appears to be the wisest and most satisfactory policy for all concerned.

Collections are much better than might be expected.

RECTOR & WILHELMY CO.

THE GRAPHITE INDUSTRY.

It would use up three or four of Dixon's best pencils in marking down the expressions of satisfaction at the result of the graphite business for 1898. Inventory is finished, the books are closed, the directors have congratulated the management, and the orders come in with "equiponderating and reverberating momentum."

We cannot enter into details, as much of your valuable matter would thereby be crowded out, but we will only say that January and February each carries a banner at the head of the 1899 procession, and February, with two holidays and a lot of blizzards, shows a 60 per cent. increase over the February which we enthused about last year.

If there is any one thing the manufacturing public and the foundry people and the railroads and all the rest of the country at large needs, it is graphite in some of its useful forms, and they naturally send to us for it, and they get what they want with little delay, if they will only await their turn.

We have just broken ground for a new four-story addition to the pencil works, for we do not propose to permit orders to remain unfilled when a new building or two will help us out. Don't ask for any pessimistic reports; some one has cut the word out of our office dictionary.

Your readers can have a handsome calendar mailed to them if they send their business card—the new edition runs from March 1st. JOSEPH DIXON CRUCIBLE CO.

The men of Berlin have an odd habit of brushing and combing their hair and whiskers in public. In the restaurants and cafes men pull out their implements and "spruce up" while waiting for their orders to be filled. They do not take the trouble to leave the table either.—*Exchange.*

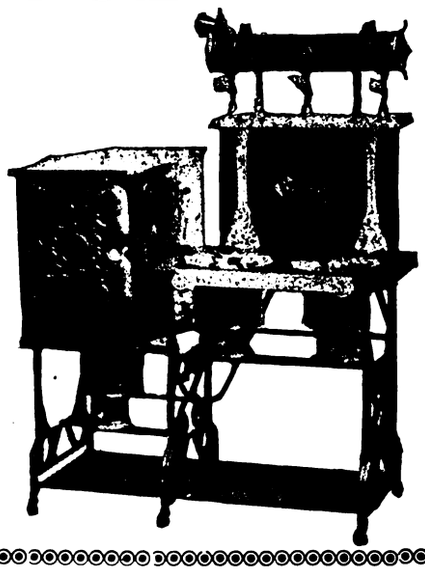
Benefits Greater Than Ever Before.

Nicholson File Co., Providence, R. I., [*Files*]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are **greater than ever before.**



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FULLY EQUIPPED FOR 1899.



With a full and complete line of **Gasoline, Vapor and Evaporating Stoves Blue Flame Oil Wick and Wickless Stoves; and Gas Ranges.**
We call special attention to our new

"CRESCENT" VAPOR STOVE,

which for durability, simplicity and absolute safety, is unsurpassed; no drip-cup; lights instantaneous; side feed, and removable tank. The stove of the future!

Send for Catalogue and further particulars

The Dangler Stove & Mfg. Co.,

.... CLEVELAND, OHIO.

The Scarcity of Tin Ore.

The fact that tin of all the metals in common use is only sparingly distributed throughout the world, is again called attention to by an Australian geologist, Mr. B. J. Skertchley, who has published a monograph upon the subject. While the known gold fields of the world cover more than 1,500,000 square miles, the tin fields have an area of less than 12,500 square miles. Thus, for every square mile of tin ground there are 132 square miles of gold-bearing country. There are seven tin districts in Europe, producing about 8300 tons yearly, of which the Cornish mines yield about 8000 tons. Asia has two tin areas—Hunan, in China, estimated by some of the best authorities to produce 10,000 to 20,000 tons a year, but proved by official figures to yield less than 2500 tons, and the Straits Settlements and adjacent principalities, yielding 58,000 tons yearly, the richest yield in the world. Africa has no known tin mine; North America no payable mine; South America only one tin area, Bolivia and Peru yielding less than 4000 tons a year, and Australia, the youngest, contributes about 6000 tons a year.—*Exchange.*

The Troy Nickel Works are sending their friends a very useful office ornament in the shape of "The Perpetual Don't Forget Alaska Always Cold" Calendar. It consists of an iron frame, containing small cardboard calendars, which, with a very slight manipulation, will become perpetual, and the user does not have to depend upon the changing calendars of each changing year. Enclosed is a series of original directions, as follows: Drive tack into cross bar of pigeon hole of your desk, facing as you sit preparing to take up your day's work, and hang the calendar; then look up your wants, in our line, taking into consideration the fact that we are very busy, and need 30 days to fill orders, some of the time. This calendar is perpetual and so are Alaska Stove Trimmings.

Situations Wanted.

WANTED, by a practical Hardwareman, a position as salesman or stock clerk. Salary moderate; reference A1. Address OLD IRON, care HARDWARE, No. 143 Chambers Street. New York.

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland.

English Agency Wanted.

A GENTLEMAN who has been in the Hardware and cutlery line in England for twenty-five years wishes to represent American houses in light iron and steel line, patented novelties, etc., or the sole sale for England on his own account. Address Box 96, care HARDWARE, No. 143 Chambers Street, New York.

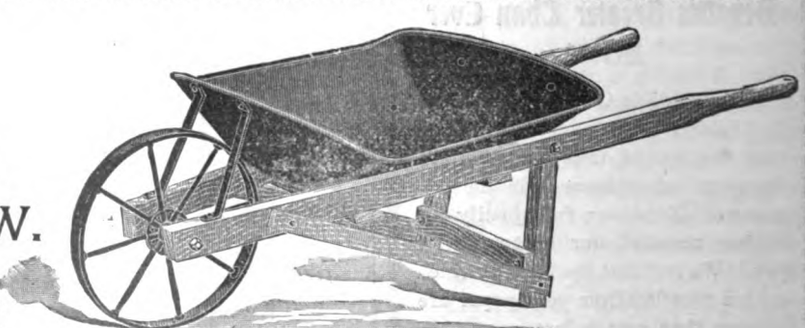
A Hardware Store Needed.

WANTED—An experienced man with sufficient capital to open a Hardware, housefurnishing and implement store in one of the best towns in Western Pennsylvania. No competition; large population; town has natural gas, paved streets, water works, etc.; needs the store to supply the large demand. Address S. MORGAN, Freedom, Pa.

Attention, Manufacturers!

FIRMS contemplating going into the enamelling business or wishing a new formula to enable them to add to their present lines in one or two coated ware, are invited to correspond. Highest references. "EXPERIENCED ENAMELLER," care HARDWARE, No. 143 Chambers Street, New York.

PAN-AMERICAN R. R. BARROW.



With Round Steel Spoke Wheel. The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.

Write THE KILBOURNE & JACOBS MFG. CO.
COLUMBUS, O., U. S. A.

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Send Postal for FREE Sample Package...

GEM PATENTED. THE "GEM" PAPER CLIP for holding together enclosures, Mss., etc., is the only one that can be used over and over again. After fastening together a thick bunch of papers, it will be just as effective next time on a thin one. Retails at 15 cents per box of 100. . . .

SPECIAL PRICE TO THE TRADE.

CUSHMAN & DENISON, 150 Ninth Ave., New York.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

Stanley's Improved Plumbs and Levels.

☞ All our Levels have the "HAND-Y" feature, rightly so called.
And only PROVED GLASSES are used.



In climbing ladders, walking on stagings or on the frame of a building, this form of the Level gives a feeling of steadiness.

Proved Level Glasses.



Made of extra thick tubing. Each Level Glass is marked at its highest, or crowning point, by two indelible lines; and each Plumb Glass with a single line.

Reduced Imports.

The import record of the calendar year 1898 is as remarkable as that relating to its exports, but for opposite reasons. The total imports of the year are less than those of any calendar year in more than a decade, while the exports of the year are the largest on record. The imports fall more than $100,000,000 below those of 1897 and nearly $50,000,000 below those of the years of great depression, 1896 and 1894, on which occasions the imports were phenomenally light. That the importations in the early part of the year 1898 should have been light was not surprising because of the heavy imports in certain lines prior to the enactment of the tariff law of 1897; but that they should continue light during the entire year in the face of the large home demand which prosperous business conditions would naturally create has proved surprising to those following closely the commercial developments of the year. The importation of a full year's supply of wool, sugar and other articles of that class just prior to the enactment of the Dingley law naturally had a marked effect in reducing the imports in the closing months of the calendar year 1897, but that the imports of the closing months of 1898 should remain as low as those of 1897 is a matter of very considerable surprise. The November imports in 1898 are no greater than those of November, 1897, and the eleven months of 1898, when compared with the corresponding months of 1897 or 1896 show a remarkable reduction in certain classes of imports.

The Lancaster Machine & Knife Works have recently started to run overtime, having large orders on hand, with every indication of a first-class spring trade. They are located at Lancaster, N. Y., and manufacture high-class knives for paper-cutting, wood-working, etc., and also bit braces and butchers' cleavers. Their general agents are the Allerton, Clarke Co., New York.

Iver Johnson Cycles.

HONEST WHEELS.

BUYING a cheap bicycle is like buying a cheap coat, a cheap hat or a cheap pair of shoes. They look well and imitate closely the better goods—but how do they wear? You know; and it's the same way with a cheap bicycle. They won't stand the wear at all.

It's much better to buy wheels honestly made and honestly sold at an honest price. By **honest price** we mean the price that an article is worth. We have cycles listing at from

. . . $40 to $75.

They are worth the price asked.

SEND FOR CATALOGUE.

It will tell you why. We'll be glad to send it.

Branches:
NEW YORK, 99 Chambers St.
BOSTON, 408 Washington St.
WORCESTER, 304 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.

Bissell CYCO-BEARING
Carpet Sweepers

THE SWEEPERS THAT SWEEP CLEAN. . .



Beyond comparison the standard of excellence. For twenty-two years the acknowledged leader on the market.

Constantly Improved.
Always the Best.
Every One Guaranteed.

Bissell Carpet Sweeper Company,
LARGEST SWEEPER MAKERS IN THE WORLD.
GRAND RAPIDS, MICH. - AND - NEW YORK.

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A "HARBWARE JOBBERS'" NUMBER.

OUR ANNIVERSARY ISSUE OF APRIL 10, 1899, WILL BE DEDICATED TO THE

HARDWARE JOBBERS OF AMERICA.

It will be Handsome, Artistic, Timely, of Permanent Value, and will go into the hands of the Jobbers of the World.

On April 10, 1898, the Eighth Anniversary of the founding of *Hardware*, we published the largest, handsomest and most artistic number that was ever presented by anybody, anywhere, to the Hardware trade.

It was devoted to the Hardware Associations of America; was read by everybody; went into every corner of the globe; was laid away for preservation and future reference by the majority of its readers; and won golden words of commendation from the trade.

This great number is to be duplicated on our Ninth Anniversary of April 10, 1899.

The special branch of the trade to which it will be devoted may be learned from the following title, which will appear upon the cover of that issue:

"HARDWARE JOBBERS' NUMBER."

This seems to us to be the most timely subject that can be chosen, now that the questions touching upon the jobbing trade are being so generally discussed, and so many points continually raised as to the exact status of the jobber before the trade; the extent of his influence; his proper sphere of endeavor; his relation to the manufacturers on the one hand, and to the retailers on the other; his restrictions, and the temptations that beset him in securing trade; and various other points of vital importance that touch upon his very existence, and relate to his status in the future. All these questions, and many more that will readily present themselves, will be fully discussed by men competent to speak for the trade, and who have given serious attention to the themes upon which they have promised to write. Among the many subjects which will be discussed, the following may be named:

"The Hardware Jobber: Has he a Business Future? Is he here to Stay?"

"The Present and Future of the National Hardware Association."

"The Ethics of the Jobbing Business."

"The Hardware Jobber as a Man and Brother."

"The Jobber from the Manufacturer's Standpoint."

"The Manufacturer from the Jobber's Standpoint."

"The Jobber from the Retailer's Standpoint."

"The Retailer from the Jobber's Standpoint."

"The Western Jobber."

"The Eastern Jobber."

"The Southern Jobber"

"The Northern Jobber."

"The Central Jobber."

"The Pacific Coast Jobber."

"The Canadian Jobber."

"The Past of the National Hardware Association."

"Other Hardware Jobbers' Associations."

"The Package and Cartage Question."

"Restrictions as to Jobbing Territory.

"How Does the Jobber's Future Look to a Man in the Corner?"

"Syndicate Buying."

"Fraternity in the Jobbing Trade."

Etc., etc., etc., etc., etc.

In the preparation of our anniversary number of last year, we received the cordial assistance and support of the trade everywhere, and the congratulations which were showered upon *Hardware* for its successful venture into this practically new field, were an ample compensation for the labor and expense involved.

We have already received sufficient assurance that this second endeavor upon the part of *Hardware* will be most earnestly appreciated and endorsed by the trade. We should be pleased to hear from our friends everywhere with such advice, suggestions or information as they can offer for the successful realization of the purpose we have in view.

HARDWARE PUBLISHING CO., No. 143 Chambers St., New York.

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THE WORLD'S GREATEST FILE WORKS.

ESTABLISHED 1842.

Time Saved is Money Saved.

Your Customers Will Save Time by Using

ARCADE FILES.

And we stand back of this statement with an offer to refund the money for any ARCADE FILES that do not cut faster and wear longer than any other make. Send us a sample order on the above basis, no matter if it is small—we will appreciate it.



Copyright, 1898,
The Arcade File Works.

"See that key? It took me two hours to fit it with a —— file. The same job I'm doing now in half an hour with an Arcade."

NEW YORK:
97 CHAMBERS ST.

THE ARCADE FILE WORKS.

CHICAGO:
118 LAKE STREET.

Works: ANDERSON, IND.

Samuel W. Allerton, President. Courtlandt C. Clarke, Secretary and Treasurer. Alfred Weed, Vice President and General Manager.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Allentown, Pa.—Amandus D. Berger and Milton A. Glose will open a Hardware store in the Ritter building at No. 115 North Seventh Street. The firm name will be Berger & Glose.

Chattanooga, Tenn.—H. E. Sanderson, a well-known business man of this city, has embarked in the heavy Hardware and engine business with J. W. Cavender, at No. 1112 Market Street.

East St. Louis, Ill.—The Schaub Hardware & Iron Co. has been incorporated by G. Schaub, E. Schaub and Fred Gorsing. Capital stock, $10,000.

Fort Wayne, Ind.—Articles of incorporation have been filed for a Hardware company, which will be composed of C. C. Schlatter, George F. Bantel, J. M. Stouder, Henry E. Fischer, C. C. Cissell, C. P. Sordelet, J. C. Trier, O. E. Richard, H. C. Hollenbeck, William Mertz and F. T. Zimmerman.

Garfield, Wash.—The Garfield Hardware & Merchandise Co. has been incorporated, with a capital stock of $26,000.

Grand Rapids, Mich. — The Hardware Supply Co. has been incorporated, with a capital stock of $10,000.

Harpersville, N. Y.—The new firm of Hardware merchants, G. F. Demeree & Co., have opened up business as successors to Demeree & Olendorf, at the old stand.

Harrison, N. J.—The J. B. Conover Co. has been incorporated by Joseph B. Conover, Lewis Hudson and Willard Nixon; to deal in Hardware. Capital stock, $20,000.

Huron, Kan.—Stanberger & Miller have opened a Hardware and implement store in the Probasco brick.

Lenox, Iowa.—W. E., Emil and Albert Cless have opened a Hardware store. The firm style is Cless Bros.

Melvin, Mich.—A. J. McDonald, Hardware dealer, has erected new store and added a new lot of Hardware.

Redwood, N. Y.—M. C. Kelly, of Hammond, has opened a tin shop and Hardware store in the Butterfield Block.

Rockland, Mass.—Hedge & Hall have opened a Hardware store in the Savings Bank Block.

Theresa, N. Y.—Frank Delaware, who has been for several years in the employ of R. Rodenhurst & Son, as tinner, has formed a copartnership with G. H. Timmerman, of this town, and they are about to embark in the Hardware trade at Massena Springs.

Union City, Tenn.—The Glass Hardware Co. has been incorporated by W. Campbell, A. P. Scroggins, W. B. Campbell and M. Hornbeck.

Union City, Tenn.—The Lawson & Sears Hardware Co. has been incorporated by A. J. Lawson, A. D. Sears, E. S. Tatom, T. J. Mott and R. H. Driskill; to conduct a merchandising business. Capital stock, $7000.

Washington, D.C.—Darius E. Burton has opened a Hardware store at No. 612 Twelfth Street.

Changes and Improvements.

Baltimore, Md.—Howard MacCarthy and J. Brown Harper have purchased the interest of the Calvert Hardware Co., and will continue the business under the firm name of MacCarthy & Harper at No. 345 North Calvert Street.

Boonville, N. Y.—B. C. Sharratt has sold his Hardware business to Henry D. Ryder, of New Woodstock, who will take possession as soon as the inventory is completed.

Boulder, Colo.—Parker & Wills, Hardware, dissolved.

Cherry Creek, N. Y.— Charles Shepard has sold his stock of Hardware to his brother.

Cicero, Ind.—Beals & Scott, Hardware, succeeded by Beals & Bennett.

Duluth, Minn.—The stock of the Northern Hardware Co. has been sold to Wallace H. Wells and Roderick Annis, who will continue the business under the company name. The store will, however, be reduced in size, and will hereafter occupy No. 222 West Superior Street, the eastern half of the present place.

Eldon, Iowa.—Ray Bros. have sold their Hardware stock to H. C. Mason, who has taken possession.

Falls City, Neb.—W. S. Korner has sold his Hardware store to Frank Uhlig.

Farmer City, Ill.—Smith & Carr, Hardware, succeeded by Williams & Johnson.

Fort Collins, Colo. — The Fort Collins Hardware Co. have just sold out a half interest to Oliver A. Sproal, formerly of Buffalo, Wyo.

Gladwin, Mich.—Mrs. J. H. Foster and Mrs. B. S. Lewis will continue the Hardware business of the late J. H. Foster, under the name of Foster & Lewis.

Huntington, Mass.—The stove, tin and Hardware business owned and conducted by Edward A. Allen has been sold to W. Malcolm Brock, of Wells River, Vt.

Lebanon, Ind.—Perkins & Co., Hardware, succeeded by W. A. Bell.

Lewisburg, Tenn.—The firm of King & Walker, proprietors of the Racket Store, has been dissolved, the former selling his interest to J. N. McCord, late of McCord Bros.

Le Sueur, Minn. — Huberty Bros. will shortly put in a tin shop in connection with their Hardware store.

Litchfield, Ill.—Thomas Rhoads has purchased the Hardware and implement stock of M. Morrison & Co.

Maquon, Ill.—Mrs. J. Shearer has sold out her grocery and Hardware store to G. G. Shearer, who will conduct the business at the same stand.

Marlette, Mich.— Stroebel Bros. & Co. have been succeeded by the Thompson Hardware Co., Messrs. Stroebel retiring.

Painesville, Ohio.—R. E., C. E. and H. M. Doolittle have purchased the Hardware stock of C. O. Child, and the business will be conducted under the name of Doolittle Bros.

Rhome, Tex.—A deal has been consummated between J. P. Perkins and T. W. Weems, in which the latter purchased Mr. Perkins' store building near the central portion of the city, and will move his Hardware stock from Aurora to this place.

Riverside, Iowa. — Fesler & Davidson have bought the Harmon & Esley stock of Hardware and have rented the Nicols building, and are moving their stock across the street.

Rochester, Mich.—Stone & Case, Hardware, C. W. Case has taken possession of store.

Sistersville, W. Va.—A joint stock company under the style of the Sistersville Hardware Co. has been formed, and they have purchased the stock and good will of the following firms: Berry & Colbert, W. L. Gorham and Smith & Breshar. The new company will have a capital stock of $10,000, and the incorporators are: F. M. Berry F. J. Colbert, E. A. Durham, Robert McCormick, George E. Work and F. D. McCoy.

Waverly, Ohio.—Stahler Bros. have been improving their Hardware store by the addition of the latest style shelving and ladders.

Woonsocket, R. I.—The Hardware business of E. Ross & Co. have been sold to Rosbrooks & Cummings, who have taken possession of the business.

Fires in Hardware Stores.

Baltimore, Md.—Francis Albert & Co.'s Hardware stock has been damaged by fire to the extent of $10,000.

Estelline, S. D.—The Hardware store of A. G. Nelson has been damaged by fire to the extent of $100.

Evansville, Ind.—Boetticher, Kellogg & Co., wholesale Hardware dealers at First and Sycamore Streets, have suffered a $3000 loss as the result of fire in their store.

Laconia, N. H.—The stock of the Laconia Hardware Co. in Masonic Block has been damaged to the extent of $7000 by fire.

Minneapolis, Minn.—The Gardner-Warner Hardware Co.'s stock has been damaged by fire to the extent of $675.

Muscogee, I. T.—The store of the Madden Hardware Co. has been destroyed by fire.

Owen Sound, Ont. — T. I. Thompson. Hardware, stock damaged by fire at a loss of $5000; insured.

Prairie du Chien, Wis.—The Hardware store of Horace Beach has been destroyed by fire. Loss, $6000; insurance, $1500.

Rolland, Man.—The Hardware store of J. E. Birch & Sons has been destroyed by fire.

Burglaries in Hardware Stores.

Macon, Ga.—Ethridge & Baker, revolvers.

Navasota, Tex — Ahrenbeck & Terrell, Hardware, store burglarized, and a large lot of firearms stolen.

Neligh, Neb.—B. J. Wright, $20.

Utica, Ohio.—C. W. Jewell, $100.

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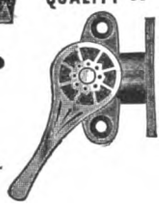
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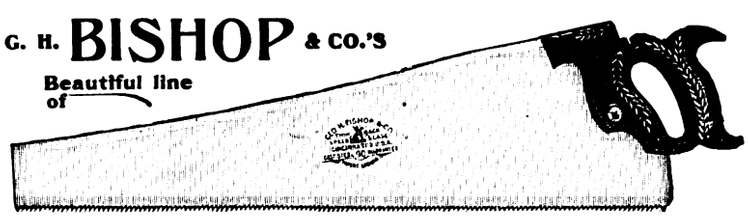
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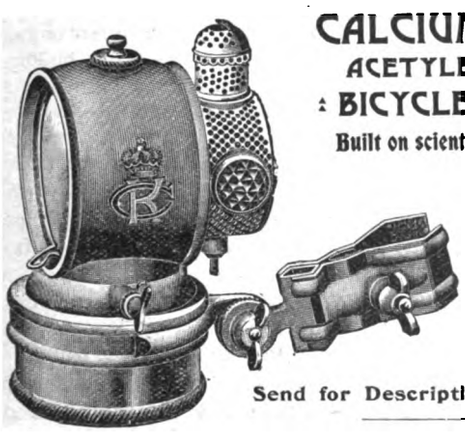
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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements. etc., will be gladly received, and promptly published.

New Companies, Etc.

Anderson, Ind.—The Hill Tool Co. has been incorporated by Hugh Hill, E. Reeve and W. J. Jackson; to manufacture tools and factory equipments. Capital stock, $9000.

Bellaire, Ohio.—The Stanton Heater Co. has been incorporated by Howard Kirk, Henry Stanton, E. H. Rider, C. W. Dickens and W. C. Warnock; to manufacture a general line of heating and ventilating appliances. Capital stock, $50,000.

Belleville, Ill. — The Richland Foundry Co. has been incorporated by George Flach, Chas. A. Reisbich and Leopold G. Lerch; to manufacture stoves and machinery castings. Capital stock, $1000.

Bowling Green, Ohio.—The Chain-Stay Fence Co. has been incorporated by Willis M. Tuller, E. T. Hoffhines, Geo. A Smith, Frank Adams and L. Hoffhines; to manufacture and sell wire fencing and gates. Capital stock, $7000.

Camden, N. J.—The National Pneumatic Tool Co. has been incorporated by J. B. Longacre, Glenn B. Harris, Samuel F. Wilson and John F. Joline; to manufacture tools, machinery, etc. Capital stock, $200,000.

Chicago, Ill. — The Moneyweight Scale Co. has been incorporated by C. A. Ross, M. F. Sullivan and C. Morse; to manufacture Moneyweight scales. Capital stock, $100 000.

Des Moines, Iowa.—The Monarch Mfg. Co. has been incorporated by J. D. Jordan, T. N. Hooper and J. G. Jordan; to manufacture and sell scales, agricultural implements, tools, etc. Capital stock, $25,000.

Detroit, Mich.—The Detroit Register Co. has been incorporated by B. H. Edwards, C. W. Chapman and J. I. Bonce; to manufacture warm air registers and castings. Capital stock, $15,000.

Detroit, Mich. — The Joseph N. Smith Co. has been incorporated by Joseph N. Smith, Charles E. Chamberlin, H. G. Douglas and H. H. Lamason; to manufacture and sell carriages, Hardware and other specialties. Capital stock, $25,000.

Duluth, Minn.—The Northwestern Supply Co. has been incorporated by C. P. Craig, H. C. Crawford and R. A. Webster; machines, boilers, etc. Capital stock, $50,000.

East Orange, N. J.—The National Steel Co. has been incorporated by William Fillingham, Edward B. Hawkins and Oscar L. Lefferts; to manufacture iron and steel. Capital stock, $100,000.

Elizabeth, N. J.—The American Commercial Rubber Co. has been incorporated by Charles S. Hart, Jacob Meloth and Henry Rath; to manufacture and deal in rubber goods. Capital stock, $250,000.

Grand Rapids, Mich.— The Hardware Supply Co. has been incorporated by C. L. Frost, F. S. Frost and C. D. Harrington; to manufacture Hardware specialties and furniture. Capital stock, $10,000.

Lincoln, Neb.—The Champion Fence Machine Co. has been incorporated by L. D. Fowler, R. L. Fowler, C. M. Fifield and B. A. Grimes; to deal in fence machines, wire fences, etc. Capital stock, $15,000.

Lockport, N. Y.—Oliver Bros.' Co.; to manufacture metal ware. Capital, $24,000. Directors: Thomas Oliver and William Oliver, Lockport; John Oliver, Atlanta, Ga.

Lynchburg, Va.—The H. B. Handy Co. has been incorporated by N. B. Handy, Alfred B. Percy, O. B. Barker, John H. Kinnier and J. A. Mahood; to buy, sell and manufacture Hardware, machinery, etc. Capital stock, $25,000.

Marine City, Mich. — The Automatic Sweeper Co., with a capital stock of $30,000, has been organized in this city. The company will manufacture the King Carpet Sweeper. Charles King, W. S. Roberts, Eber Arnold, Charles Blood and G. W. Carman were elected directors. The factory will begin operations at once.

New York. N Y.—The Froelich & Morgan Co. has been incorporated by Nathan S. Fish, William B. Froelich and John A. Morgan; to manufacture metal goods. Capital stock, $25.000.

New York, N. Y.—The Mascot Mfg. Co.; to manufacture lamps. Authorized capital, $20,000. Paid in, $20,000. Incorporators: J. W. Cook, V. L. Cook, B. F. Hurlburt, W. W. Hurlburt.

San Antonio, Tex. — The Alamo Iron Works has been incorporated by George F. Holmgreen, Julius H. Holmgreen and Eugene A. Holmgreen. Capital stock, $75,000.

San Francisco, Cal.—The Globe Brass & Boll Co. has been incorporated by A. Rudgear, I. Rudgear, A. Merle, I. Merle and F. M. Brown; foundry. Capital stock, $30,000.

Changes and Improvements.

Cherry Creek, N. Y.—The Shepardson Bros.' handle factory has been leased by George Hines for the coming year.

Chicago, Ill.—The Davis Machine Co. have certified to a change of name to the Liberty Machine Co.

Chicago, Ill.—The Economic Smokeless Powder Co. have certified to an increase in capital stock from $15,000 to $25,000.

Chicago, Ill.—The Lakeside Nail Co. have certified to a dissolution and made surrender of charter.

Cincinnati, Ohio.—At the annnal meeting of the stockholders of the J. A. Fay & Egan Co. and directors' meeting afterward, the following organization was effected: Thomas P. Egan, president; S. P. Egan, first vice-president; Albert N. Spencer, second vice-president; E. Ruthven, secretary. These, with Joseph Rawson, Franklin Alter, L. G. Robinson, William Marmet and R. Kleybolte are the new board of directors. W. M. Green was made treasurer, and S. P. Egan, superintendent.

East Douglas, Mass.—The Douglas Axe Works have been putting in new machinery of late, and it is announced that more is to follow to meet the growth of the business. The concern has 300 hands at work.

Milwaukee, Wis.—Architect C. F. Ringer is drawing plans for a new machine shop to be built by the Kempsmith Machine Tool Co. at Linus and Woodworth Streets, at a cost of $6000. The building will be of brick, two stories in height, and with ground dimensions of 45x84 feet.

New Castle, Pa.—The New Castle Shovel Co. will erect new building.

Norristown, Pa.—The Reading Screw Co., of Philadelphia, will remove its extensive plant to this city.

Peoria, Ill.—The Avery Planter Co. have certified to a change of name to the Avery Mfg. Co.; also to an increase in capital stock from $300,000 to $600,000; also an increase in directory from five to seven.

Sharon, Pa.—The Shenango Machine Co. have begun the erection of a large steel building. The Buhl Steel Co. will soon erect five open-hearth steel furnaces.

Toledo, Ohio.—G. F. Donaldson has sold his stock in the Toledo Machine & Tool Co. to E. W. Tolerton and Graff Acklin. Mr. Acklin has now the management of the concern. Mr. Donaldson held 125 shares.

Toledo, Ohio.—The management of the Lucas pump factory have secured a lease on the building, No. 412 Front Street, and have started on the manufacture of the pumps on a small scale.

Wheeling, W. Va.—The La Belle Iron Works will erect a new mill, and possibly two plate mills.

Recent Fires.

Auburn, N. Y.— The large scythe and knife factory of David Wadsworth & Son has been entirely destroyed by fire.

Chicago, Ill.—Niagara Radiator Co., damaged by fire at a loss of $5000.

Gananoque, Ont. — The bolt works of George Gillies have been injured by fire to the extent of $15,000.

Mansfield, Ohio.—An explosion occurred in the japanning department of the Baxter Stove Works some days since. Fire followed, which completely destroyed the plant, leaving only the two main walls standing. The Monarch Stove Co., manufacturers of gasoline stoves, occupied the same building. The loss on building, stock, patterns, etc., is estimated at about $150,000 to $200,000, probably fully covered by insurance. Fully 200 men will be thrown out of employment.

Moline, Ill.—The Deere & Mansur Co.'s corn planter works foundry has been partially burned with a loss of $10,000, fully covered by insurance.

New York, N. Y.—The Manhattan Brass Co.'s factory at Nos. 334-338 East Twenty-eighth Street, has been destroyed by fire.

Quakertown, Pa.—The large stove works of Roberts, Winner & Co. have been destroyed by fire, the loss being at least $50,000, fully covered by insurance. About two hundred hands were employed.

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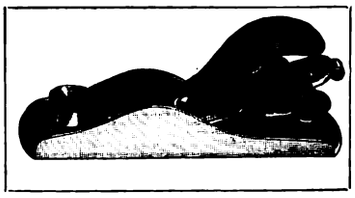


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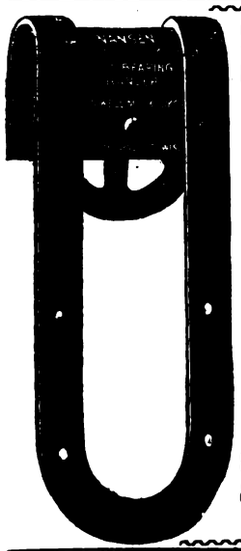
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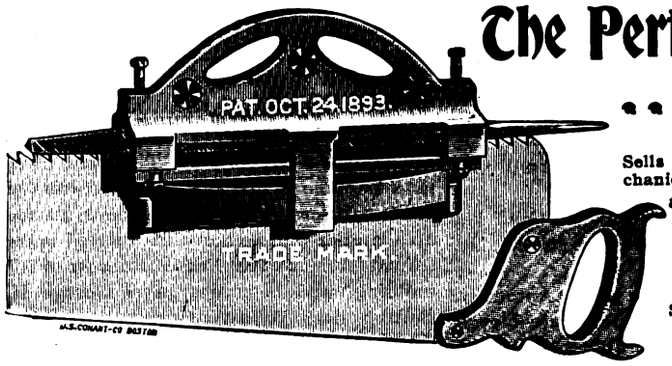
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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Binghamton, N. Y.—Wilkinson & Eastwood have secured the store at No. 180 Washington Street, next door to the Hotel Bennett, and will open a retail agency for the Zenith bicycle there about a month hence.

Camden, N. J.—The National Pneumatic Tool Co. has been incorporated by J. B. Longacre, Glenn B. Harris, Samuel F. Wilson, F. North Wickersham and John F. Joline; to manufacture tools, machinery, etc. Capital stock, $200,000.

Cameron, Tex.—The Jno. M. & J. D. Helsey Co. has been incorporated; to do a wholesale and retail trade in Hardware, sporting goods, etc.

Chicago, Ill.—The Ewald Mfg. Co. has been incorporated by G. H. Somers, W. E. Ewald and J. C. Barber; cycles. Capital stock, $15,000.

Everett, Mass.—W. S. Simonds has opened a repair shop.

Gloucester, Mass.—Edward Coas will open a repair shop.

Jamestown, N. Y.—Jos. W. Graff has opened a bicycle and Hardware store at No. 15 East Third Street.

Jersey City, N. J.—The Bailey Automatic Bicycle Brake Co.; to manufacture bicycle brakes. Capital, $150,000. Incorporators: J. R. Lane, J. H. Grant and F. Von Kusserow.

Jersey City, N. J.—The United States Tube Co. has been incorporated by Wm. P. Chapman, Jr., Albert C. Ridley and Francis D. Pollak; to manufacture all tubular and other products of steel, etc. Capital stock, $75,000.

Kansas City, Mo.—The Kansas City Spoke & Handle Mfg. Co. has been incorporated by C. W. Schreiner, A. J. Brown, W. H. Warner, R. Long, W. J. Crowley and R. Long. Capital stock, $10,000.

Montreal, Can.—Charlebois & Martineau, bicycles, new firm, have commenced business in the Windsor Hotel Block. They handle the Orient wheel, and also conduct a modern repairing shop.

Nashua, N. H.—Frank H. Morgan has opened a bicycle store.

New York, N. Y.—Charles J. Stebbins & Co.; to manufacture bicycles. Capital, $30,000. Directors: Charles J. Stebbins, T. W. Munroe and F. N. Bell, New York City.

New York, N. Y.—The Whitelaw-Dailey Co. has been incorporated by W. Whitelaw, C. J. Dailey and C. A. Wilson; to manufacture bicycles and sporting goods. Capital stock, $7500.

New York, N. Y.—The Dreadnaught Tire Co. has been incorporated by F. W. Barker, C. W. Spurr, Jr., D. F. Halsted, Lauron Ingels and C. A. Pettie. Capital stock, $100,000.

New York, N. Y.—The American Cycle & Supply Co. has been incorporated by Theodore Berau, Sidney New and Bernard B. Vorhaus. Capital stock, $3000.

North Attleboro, Mass.—E. A. Scott will open a store and repair shop in Kendall Block.

Owego, N. Y.—Terwilliger & Houk will open a store and repair shop.

Reading, Pa.—Rhode & Gehringer is the name of a new firm which will manufacture cements and chain graphite.

San Francisco, Cal.—The Jersey Wheel Co. has been incorporated by W. P. Fuller, C. A. Roberts, I. F. Littlefield, A. W. Crandell and F. P. Bull; to manufacture and sell bicycles. Capital stock, $20,000, all subscribed.

Syracuse, N. Y.—The Rice Bicycle Co. has been incorporated by Harry R. Gilbert and Frank C. Riggs, of Syracuse, and John W. Rice; to deal in bicycles. Capital stock, $1500.

Thompsonville, Mass.—The New England Machine Screw Co., manufacturers of rivets and screws for bicycles, have started up operations. The factory is located in the second story of the Pease Lumber Co.'s building, and is in charge of George H. Ball.

Washington, D. C. — The Automatic Cycle Pump Co. has been incorporated by Geo. C. Ferguson, Lyman F. Ellis, John W. Holcombe and David H. Dawson.

Washington, D. C.—The Washington Automobile Co. has been incorporated, under the laws of Alexandria, with H. D. Merrick, president; A. W. Armstrong, local agent; for the manufacture and sale of horseless conveyances. Capital stock, $50,000.

Wellesley, Mass. — H. W. Hager has opened a store.

West Gardner, Mass.—J. B. Barnes will open a store in Stevens Block.

Changes and Improvements.

Baltimore, Md.—Reinewald & Gunther, dealers in bicycles, succeeded by E. W. Reinewald.

Chicago, Ill. — W. T. Russell, bicycle dealer, has been succeeded by Charles H. Hahn.

Detroit, Mich.—The Baker Hardware Co., bicycles, etc., Jerome Oliver, proprietor, sold out.

Elkhart, Ind.—Keen & Co., Hardware, sporting goods, etc., succeeded by Jones & Watson.

Fort Wayne, Ind.—Voorhees Griffith, who for the past four years has run the sporting goods store at Sixth and Main Streets, has sold out his interest to Charles Duffin.

Gloucester, Mass. — Lloyd, Parsons & Martin, bicycles, reported to have sold out.

Indianapolis, Ind.—B. Koehring & Son, bicycles, Hardware, etc., changed style to C. Koehring & Bro.

Iowa City, Iowa.—Parsons & Westcott, sporting goods, etc., dissolved, Mr. Westcott retiring. The business will now be conducted under the style of Parsons & Stouffer.

New York, N. Y.—The Bowman Bicycle & Gun Co., dealers in bicycles and sporting firearms, have moved into new quarters, which have recently been completed, at No. 300 Broadway.

Norwich, Conn.—R. B. Tracy & Co., bicycles, etc., dissolved; succeeded by B. B. Tracy.

Paxton, Ill.—Thompson & Keator, bicycles and bicycle sundries, etc., business purchased by the Paxton Hardware Mfg. Co.

Sault Ste. Marie, Mich.—J. C. Hardy has purchased the bicycle livery and repair shop of the Soo Cycle Co. on West Portage Avenue and will continue the business at that place under the same name.

St. Albans, Vt.—Montefiore & Warner, bicycles, succeeded by J. V. Montefiore.

Wallingford, Conn.—The Wheel & Cycle Bar Co. will be moved to Berlin, the whole of the $30,000 worth of stock necessary to secure its removal having been subscribed. The capital is placed at $40,000, the balance of $10,000 being represented by the present members of the company.

Recent Embarrassments.

Boston, Mass.—The Boston Cycle Supply Co., bicycles, reported to have made an assignment.

Urbana, Ohio.—L. W. Neer, bicycles, etc., reported to have made an assignment.

Winchester, Mass.—H. G. Higgins, manufacturer of bicycle specialties, has filed a petion in bankruptcy.

Recent Fires.

Chicago, Ill.—The bicycle factory and machine shop of I. Silverman & Bros. at No. 100 West Fourteenth Street has been partly destroyed by fire, causing a loss of about $75,000.

Chicago, Ill.—The Tugwell Mfg. Co., bicycle hubs, etc., damaged by fire.

Chicago, Ill.—J. P. Barnett & Co., bicycle supplies, damaged by fire at a loss of $5000.

Chicago, Ill.—H. E. Graves, bicycles, damaged by fire at a loss of $10,000.

Detroit, Mich.—H. M. Snyder & Co., bicycles, destroyed by fire; insured.

South Framingham, Mass. — W. H. St. George, bicycle dealer, damaged by fire.

St. Matthews, S. C.—The Bicycle Supply Co., damaged by fire.

It is an interesting and suggestive fact, and one not generally understood, perhaps, that the Dominion of Canada is the largest foreign purchaser of American goods in proportion to population. We sold the Dominion $65,000,000 worth of goods last year, or $13.50 per head of population. Even to the United Kingdom we sell less than this per capita, and to Mexico, our neighbor in the South, only $1.86 per capita.—*Exchange.*

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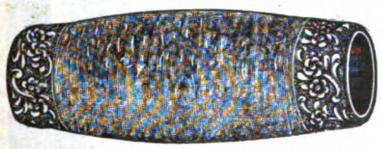
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COMPRESSED CORK GRIPS.
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All Sizes With every style of tip.



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FOR
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APOLLO, - - $50.00
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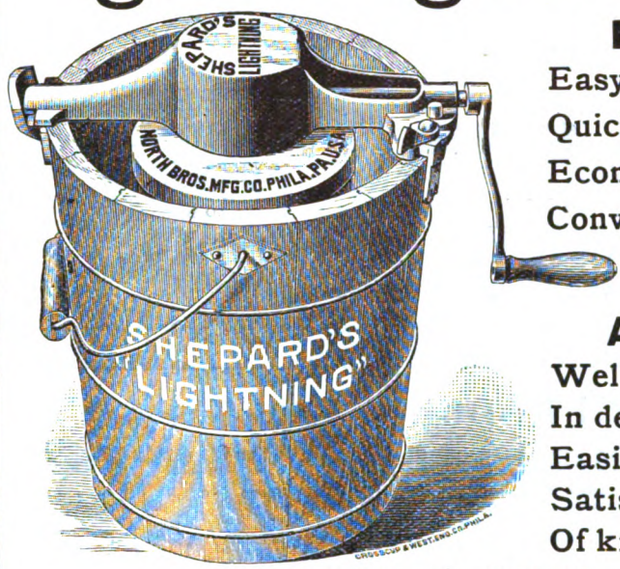
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Lightning Freezers



EXCEL in
Easy running.
Quick Freezing.
Economy.
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Practical results.

ARE
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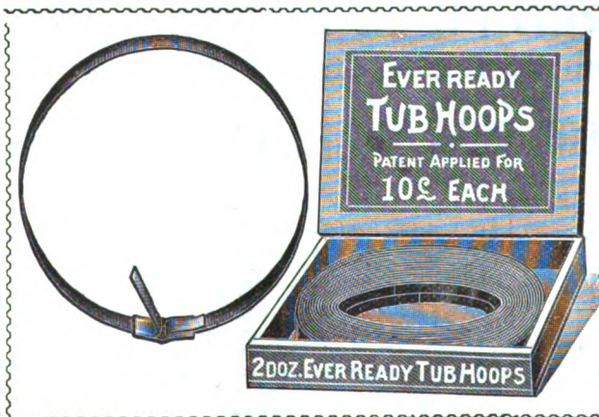
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Why, then, sell inferior Cutlery when

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can be had at a small advance over poorer

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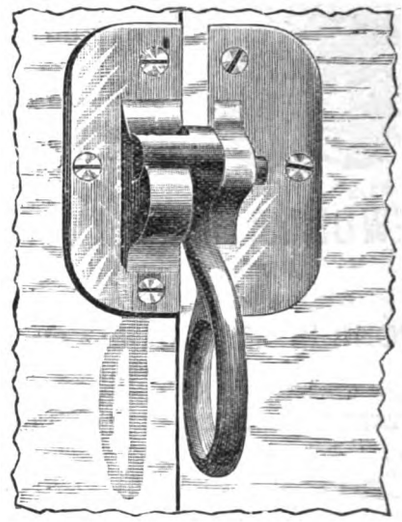
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The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



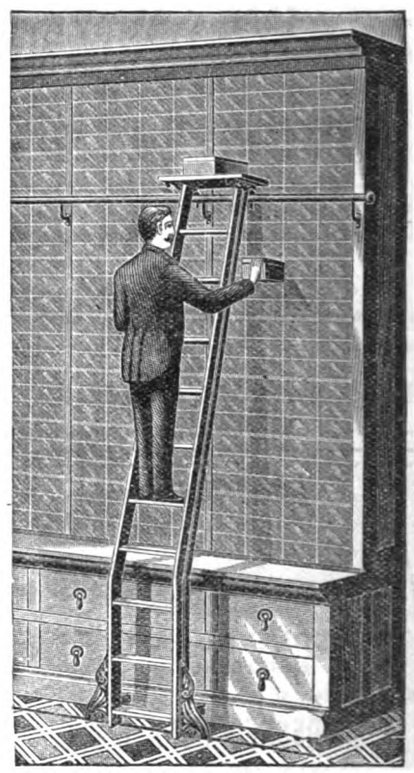
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Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

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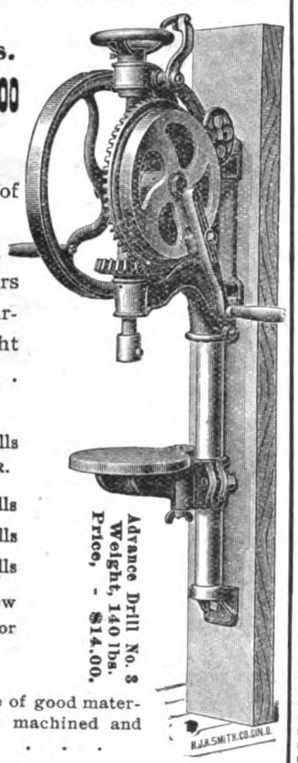
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Every Drill made of good material and properly machined and put together. . . . .

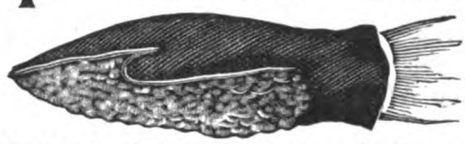
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BUSINESS IS BETTER AND THERE WILL BE A LARGER DEMAND THAN EVER FOR OUR

Sheep Skin Mitten.



Acknowledged to be the best article for polishing stoves, as it does away with the old time dirtiness of the work, making this work a pleasure. Also invaluable for polishing brass or glass, or silverware, which it does not scratch. For tan shoes and cleaning bicycles it has demonstrated itself a conspicuous success.

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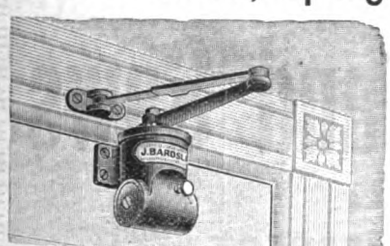
Heavy Angular Tines. Extra Strong Shank and Socket.

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THE "BARDSLEY"
Oil Door Check AND Spring



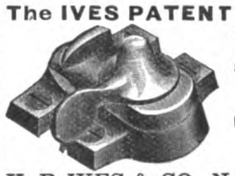
HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size	A,	price each,	$3.50
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The IVES PATENT DOOR BOLTS
Sash Locks
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Leaders with the Trade.
30-page Catalogue on application.



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DUNBAR BROTHERS
MANUFACTURERS OF
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ALL KINDS OF SMALL SPRINGS
MADE FROM
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. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
OF ALL KINDS.

Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,
EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.

Splitting Knives.

WE MAKE BUTCHER KNIVES

for particular people, and please them, too. It is because we are particular about what we make them of and particular about the way they are made. We want to make some knives for you, if you are particular. We find it pays for you and for us to be particular about BUTCHERS' CUTLERY.

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CUTLERY THAT CUTS.

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A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



Patented August 18, 1891. November 10, 1896.

The EDGAR CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

Retails for 25 cents and pays a good profit.

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The New 1896



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EDGAR Nutmeg Grater. Price 10c.

EDGAR MFG. CO., READING, ...MASS.

Eclipse Cleanable

The Best Patented Specialty on the Market.



The only removable ice chamber refrigerator having a positive circulation of dry air to the lowest point in provision chamber through a removable flue.

It's simple, durable, handsome and cleanly. Well finished. Good designs. Strictly metal lined. Does better work with less ice than other makes.

Eclipse Refrigerator Works,

BURLINGTON, VERMONT.

No question about **Atkins' Hand Saws**

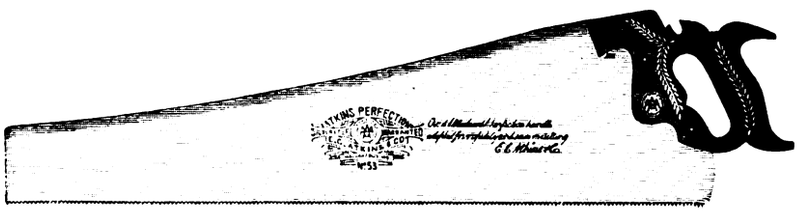
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THEY ARE SUPERIOR IN EVERY RESPECT.

No. 64.

London Spring, Silver Nickel Steel, Carved and Polished Apple Handle.





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ATKINS' "DAMASKEENED" HAND SAWS ARE PERFECT.

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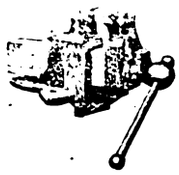
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ALSO HEADQUARTERS FOR
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BOAT NAILS, SPIKES, ROUND IRON RODS,
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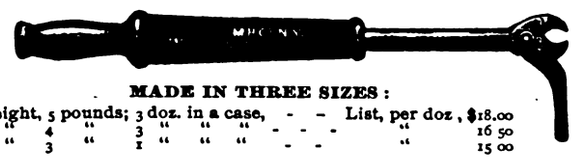
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N. J. CAR SPRING AND RUBBER CO.,
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LINEN & COTTON FIRE HOSE,
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THE GENUINE "GIANT"
NAIL PULLER AND BOX OPENER

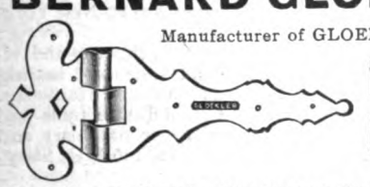


All GENUINE Guaranteed Pullers have the word GIANT on the Handle.

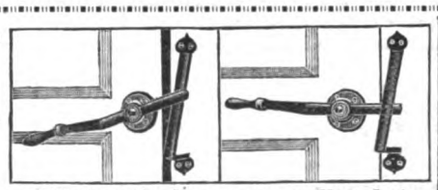
MADE IN THREE SIZES:
No. 1—Weight, 5 pounds; 3 doz. in a case, - - List, per doz, $18.00
No. 1½ " 4 " 3 " " " - - - " 16 50
No. 2 " 3 " 2 " " " - - " 15 00

IMITATED BY MANY.
EQUALED BY NONE.
MALTBY HENLEY CO., 20 Warren Street, New York, U. S. A.

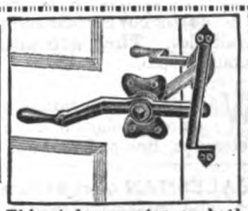
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Manufacturer of GLOEKLER'S PATENT



Refrigerator Door Fasteners.
(Pat. Jan. 20, '91).
Extra Heavy Hinges for Cold Storage Warehouses.



Will force the door open as well as shut.
THE BEST ON THE MARKET.
Made in four sizes. . . . Write for Price List.



This style operates on both sides of door. For Cold Storage Houses they have no equal

METRIC SYSTEM OF WEIGHTS AND MEASURES.

The metric system is based upon the distance from the equator to the pole. The ten-millionth part of this arc was chosen as the unit of measure of length, and called a *Metre*. The cube of the tenth part of the metre was adopted as the unit of capacity, and denominated a *Litre*. The weight of a litre of distilled water at its greatest density was called a *Kilogramme*, of which the thousandth part, or *Gramme*, was adopted as the unit of weight. The multiples of these, proceeding in decimal progression, are distinguished by the employment of the prefixes *deca*, *hecto*, *kilo* and *myria*, from the Greek, and the subdivisions by *deci*, *centi* and *milli*, from the Latin:

TABLE FOR THE CONVERSION OF METRIC WEIGHTS AND MEASURES INTO ENGLISH.

Metres into Yards.	Kilometres to Miles and Yards.	Litres into Gallons and Quarts.	Hectolitres into Quarts and Bushels.	Kilogrammes into Cwts. Qrs. Lbs. Oz.	Hectares into acres. r. p.
1 1·094	1 0 1094	1 0 0·880	1 0 2·751	1 0 0 2 3¼	1 2 1 35
2 2·187	2 1 427	2 0 1·761	2 0 5·502	2 0 0 4 6½	2 4 3 31
3 3·281	3 1 1521	3 0 2·641	3 1 0·254	3 0 0 6 9¾	3 7 1 26
4 4·374	4 2 855	4 0 3·521	4 1 3·005	4 0 0 8 13	4 9 3 22
5 5·468	5 3 188	5 1 0·402	5 1 5·756	5 0 0 11 0¼	5 12 1 17
6 6·562	6 3 1282	6 1 1·282	6 2 0·507	6 0 0 13 3½	6 14 3 12
7 7·655	7 4 615	7 1 2·163	7 2 3·258	7 0 0 15 7	7 17 1 8
8 8·749	8 4 1709	8 1 3·043	8 2 6·010	8 0 0 17 10¼	8 19 3 3
9 9·843	9 5 1043	9 1 3·923	9 3 0·761	9 0 0 19 13½	9 22 0 38
10 10·936	10 6 376	10 2 0·804	10 3 3·512	10 0 0 22 0¾	10 24 2 34
20 21·873	20 12 753	20 4 1·608	20 6 7·024	20 0 1 16 1½	20 49 1 28
30 32·809	30 18 1129	30 6 2·412	30 10 2·536	30 0 2 10 2¼	30 74 0 21
40 43·745	40 24 1805	40 8 3·215	40 13 6·048	40 0 3 4 3	40 98 3 15
50 54·682	50 31 122	50 11 0·019	50 17 1·560	50 0 3 26 3¾	50 123 2 9
60 65·618	60 37 498	60 13 0·823	60 20 5·072	60 1 0 20 4½	60 148 1 3
70 76·554	70 43 874	70 15 1.627	70 24 0·585	70 1 1 14 5¼	70 172 3 37
80 87·491	80 49 1251	80 17 2·431	80 27 4·097	80 1 2 8 6	80 197 2 38
90 98·427	90 55 1627	90 19 3·235	90 30 7·609	90 1 3 2 6¾	90 222 1 24
100 109·363	100 62 243	100 22 0·039	100 34 3·121	100 1 3 24 7	100 247 0 18
200 218·727	200 124 487	200 44 0·077	200 68 6.242	200 3 3 20 15	200 494 0 37
300 328·090	300 186 730	300 66 0·116	300 103 1·362	300 5 3 17 6	300 741 1 15
400 437·453	400 248 973	400 88 0·155	400 137 4·483	400 7 3 13 14	400 988 1 33
500 546·816	500 310 1217	500 110 0·193	500 171 7·604	500 9 3 10 5	500 1235 2 11

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Largest Variety. Toilet, Hand, Electric Power
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Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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LINSEED OIL COMPANY
LINSEED CRUSHERS.
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SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
James F. Martin, 1619 to 1625 Ruan St., Frankford, Phila., Pa.

Seed's Reversible Self-Cleaning . . . WATER FILTERS
BRASS, NICKEL PLATED.
No. A1 Per dozen, $4.00 No. 3 Per dozen, $1.50
No. 2 " " 2.50 No. 4 " " 1.00
In 5 Gross lots, 10 per cent. off.
J. H. SEED, Manufacturer,
21 and 23 Centre Street, . . NEW YORK.

BEST INVESTMENT EVER MADE.
Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

WILLIS SAP SPOUT
In one piece with hook. Handsomely made from tinned malleable iron. Far superior to all others. Full line of other Maple Sugar Goods.
WILL NOT BREAK. Send for Circular.
CHARLES MILLAR & SON, Utica, N. Y.

EXPANSION BOLTS.
Ask for Catalogue B.
Single and Double.
For fastening all kinds of structure to brick and stone work.
STEWARD & ROMAINE MFG. CO.,
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IRON & WIRE FENCING
ELLIS & HELFENBERGER,
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Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

WANTED—Stenographer; young man experienced in retail Hardware. Salary first year, $60 per month. Address, with letters of reference, Box 5, Durango, Colo.

SALESMAN of experience having an acquaintance with the Hardware and implement trade in States of New York, New Jersey and Pennsylvania, desiring a situation will please address M. S. L., office of HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

HARDWARE. Young man (21 years), seven years' experience in first-class stock, wants position. Address M. VOSS, No. 2330 Third Avenue, New York City.

BY A PRACTICAL metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind.

YOUNG MAN (22) of good address desires position as salesman. Five years all around experience in largest wholesale Hardware house. Am thoroughly conversant with the business, also able to estimate. Address Box 94, care HARDWARE, No. 143 Chambers Street, New York.

RELIABLE, intelligent and energetic man, who has intimate knowledge of both the flat and hollow-ware trade, and can bring a first-class recommendation from one of the strongest silver-plate factories of the country, would like to correspond with somebody who has use for a man of this experience, or will accept position in connection with some other business, where reliability, honesty and thorough work are required. Address BOX 95, care of HARDWARE, No. 143 Chambers Street, New York.

BUILDERS and general Hardware salesman of eight years' experience on road and in store desires situation where push, good habits and ability will be appreciated. Am competent to take charge of buying and selling of above and can give best of references. Address W. V. S., care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address BOX 93, care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY experienced and up-to-date builders' Hardware salesman, familiar with plans and specifications and estimating on same; fully competent of taking entire charge of this department, wishes position with a good house, that will appreciate ability and good character. Address F. O. B., care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (28), American, Southerner, has had four and a half years' experience as machinist and two years in Hardware store direct, wishes to connect himself with Hardware house, where he can make himself generally useful. Best references. Address BOX 60, care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted in the Hardware line. Have filled positions from salesman to buyer. What have you to offer? Age 29. Trained. Address H.W., care HARDWARE, No. 143 Chambers Street, New York.

OUTSIDE position as salesman or superintendent, in this city and vicinity. Practical man, thoroughly posted in all systems of heating and ventilating, also range and restaurant work and builders' Hardware. Well acquainted with architects and builders. Can influence trade and secure business. Will work at moderate fixed salary, or low salary and percentage on business handled. Address HICKEY, No. 106 West Sixty-first Street, New York.

A PLUMBER, strictly first class, desires work in city or country; twenty years' experience; understands plans; can estimate, and furnish first-class references as to honesty, sobriety and ability. Willing to go anywhere. Address JAMES USHER, No. 475 East 115th Street, New York City.

WANTED—Collector, messenger or any outside position by a young man 36 years old. Ten years with last employer. Address X., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as Hardware salesman. Competent in all branches. Special experience in mechanics' tools, cutlery, sporting goods and builders' Hardware. Can estimate from plans, specifications, etc. Any desired references furnished. Address J. M. A., No. 423 Pearl Street, Burlington, Vt.

A MAN with ten years' experience in the iron business as office man and salesman, is open for an engagement in like position. Address BOX 2, care HARDWARE, No. 143 Chambers Street, New York.

ACTIVE man, 30 years of age, with ten years' experience in office of wholesale Hardware house, and five years on road for same house, wants position as office man or salesman. W. H. R., No. 326 West Twentieth Street, New York.

THOROUGH Hardwareman, married, strictly sober; a hustler; with A1 reference, desires position as manager of Hardware and house-furnishing goods store. JOHN T. NUTTALL, No. 222 Dickinson Street, Philadelphia, Pa.

YOUNG MAN (33) would like position with a wholesale Hardware house; 14 years' experience in builders' and shelf Hardware with one firm, both inside and on the road. Address C. P. S., No. 88 Chambers Street, New York.

COMPETENT office man (22), four years' experience, having references, being just mustered out of volunteer army, am without employment, and desire position with chance of advancement. Willing to start on moderate salary. J. A. B., No. 9 Orange Street, Charleston, S. C.

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Situations Wanted.

MACHINIST and tool-maker, designer of antomatic machinery and special tools, desires position; fifteen years' successful experience. Address "NEW ENGLAND," care HARDWARE, No. 143 Chambers Street, New York.

POSITION as salesman; any line; traveling or New York, by a young man with six years' experience in Hardware and electrical business. Jos. P. HITTORFF. No. 117 Chambers Street, New York.

SALESMAN (25), three good references covering eleven years' experience of good class house-furnishing and cabinet ironmongery; one year in West End of London. Address F. C., care HARDWARE, No. 143 Chambers Street, New York.

BUILDERS' Hardware salesman, thoroughly experienced, wishes position with good house, where ability and good habits will be appreciated; am familiar with plans and specifications, and estimating on same, and am competent of taking entire charge of this department. Address D. A. R., care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted by young man, age 25, seven years' experience in Hardware and cutlery importation; knowledge of French, and capable of acting as salesman or office manager. Address RELIABLE, care HARDWARE, No. 143 Chambers Street, New York.

POSITION as house or road salesman, 15 years in retail Hardware and stoves, a little in road work; best of references. Address L. B. 84, Castile, N. Y.

CORPORATION accountant, ten years' experience as office manager, bookkeeper and purchasing agent; American; 35. Highest references. Address BOX 90, care HARDWARE, No. 143 Chambers Street, New York.

BY a heavy Hardware and mill supply salesman, with ten years' experience in this vicinity, and as traveling salesman through the principal cities of the East and West; thoroughly conversant with transmission power in all its branches. A1 references will be furnished. Box 91, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN wants position; fifteen years' experience in Hardware store and house-furnishing goods. Twenty-eight years of age. Married. A1 references. Address BOX 89, care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man, American (21), steady and of good habits, would like a situation in some good Hardware house; familiar with carpenters' tools; references. Address CARPENTER, No. 318 Thirteenth Street, Brooklyn, N. Y.

WANTED—A position by a young man having had ten years' practical experience in Hardware in all its branches. S. M. C., care HARDWARE, No. 143 Chambers Street, New York.

A THOROUGHLY reliable man of good business experience wants any kind of responsible position. Has special knowledge of bicycle trade. CAREY, No. 500 West 166th Street, New York.

Side Line Wanted.

TRAVELING salesman wants good selling line on commission for Hardware, cycle or allied trades. Address F. F., care HARDWARE, No, 143 Chambers Street, New York.

Side Line Offered.

SALESMEN wanted to sell our new patent Toler Liquid Door Check and Spring, on commission as a side line. See advertisement on page 3 of this number of HARDWARE. W. H. QUINN & CO., No. 103 Chambers Street, New York.

SALESMAN wanted, to carry two small staple articles as side line that sell to Hardware trade. Liberal commission. Address W. H. MASON & Co., Leesburg, Ohio.

SALESMAN, Eastern States; to take staple line of Hardware as side line, on commission; state territory. Address Box 66, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. CO., Rock Falls, Ill.

Hardware Business For Sale.

HARDWARE, coal and lumber business in a town of 3000 population. No other Hardware store or lumber yard within ten miles. Inventory January 1, 1890, $10,000. A rare chance to right party. Address J. C. SENDEL, Weatherly, Pa.

A COMPLETE stock of Hardware, stoves and tinware, paints, oils, plumbing and tinning, steam and hot water heating; water works now going on, can have the tapping of mains. Established ten years and no opposition. Right party can make $1500 per year over expenses. Nearest Hardware, ten miles in a thriving town in Pennsylvania. Will sell property if wanted or will rent reasonable. Reason for selling, going to retire from business. Address BOX 92, care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE business on Pacific Avenue, Tacoma. Stock inventories $20,000. Manager recently deceased and owners desire to sell. Business established in present location ten years ago. Address THE SYNDICATE CO., No. 503 California Building, Tacoma, Washington.

A NICE, clean stock of Hardware, located in one of the largest and most thriving towns in New England, is offered for sale on account of the owner's poor health. The business has been established twenty years; is in the best location in the town, and in a thrifty condition. The stock will invoice at about $10,000. To a party with the cash it offers a splendid opportunity. Address A., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

File Factory for Sale.

ON Saturday, April 1, 1899, the plant of the late McClellan File Co. will be sold at the Saginaw County Court House, by the Circuit Court Commissioner, to satisfy mortgages about one-third the value of the plant, which will be sold entire, comprising real estate, buildings and all machinery. The factory has a capacity of 500 dozen files per day, and is one of the most thoroughly equipped file plants in the country. Plenty of cheap fuel. An elegant opportunity on a small capital to manufacture files for the trade, or to operate it as a re-cutting factory. For further particulars, address GEO. J. LITTLE, Saginaw, Mich., for mortgagees.

Agency Wanted.

A PARTY with many years' experience on the road, and who has a first-class agency for the United States, would like to add one or two more lines, or would join with another who has good agencies. Address B., care HARDWARE, No. 143 Chambers Street, New York.

EXPERIENCED Hardwareman desires to represent manufacturers or jobbing houses of Hardware and house-furnishing, or anything in the building line. Have a very good standing among contractors and building fraternity of Cleveland, Ohio, and vicinity. Address CHAS. L. HEISER, care the Builders' Exchange, Cleveland, Ohio.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York.

COMPETENT cutlery man, residence, Colorado; twenty years in business, four years road work, wants agency for first-class cutlery firm or manufacturer in territory west of the Mississippi. Address G. A. G., care HARDWARE, No. 143 Chambers Street, New York.

MANUFACTURERS of a good staple article or popular specialty whose prices can meet competition, and who will entertain the subject of representation in New York and vicinity, will find it advantageous to correspond with subscriber, whose firm may prove suitable in experience and repute, and would make arrangement mutually profitable. EDWARD CHARLES, care HARDWARE, No. 143 Chambers Street, New York City.

LIVE man (29) desires to represent manufacturers of small lines and specialties, suitable for the Hardware and house-furnishing trades. New York and vicinity. For particulars, address WM. SMITH, No. 718 Chauncey Street, Brooklyn, N. Y.

Agency Offered.

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO Cleveland, O., 823 Society for Savings.

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER CO., New York.

An Opportunity.

OWING to withdrawal of estate interest in a long-established wholesale and retail Hardware business in one of the best New England cities, a connection is desired with some man of capital capable of taking charge of the financial and bookkeeping department of the business. For particulars, address INTEGRITY, care HARDWARE, No. 143 Chambers Street, New York.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING BELLS.



CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.

ELECTRIC BELLS
—AND—
SUPPLIES FOR HARDWAREMEN.

For Catalogues address Dept. H.W.

PARTRICK, CARTER & WILKINS,
125 South Second St., - - PHILADELPHIA.

EGG BEATERS.

We make the largest line in the world. Send for samples and prices.
STANDARD CO.,
33 Haverhill St., Boston, Mass., U. S. A.



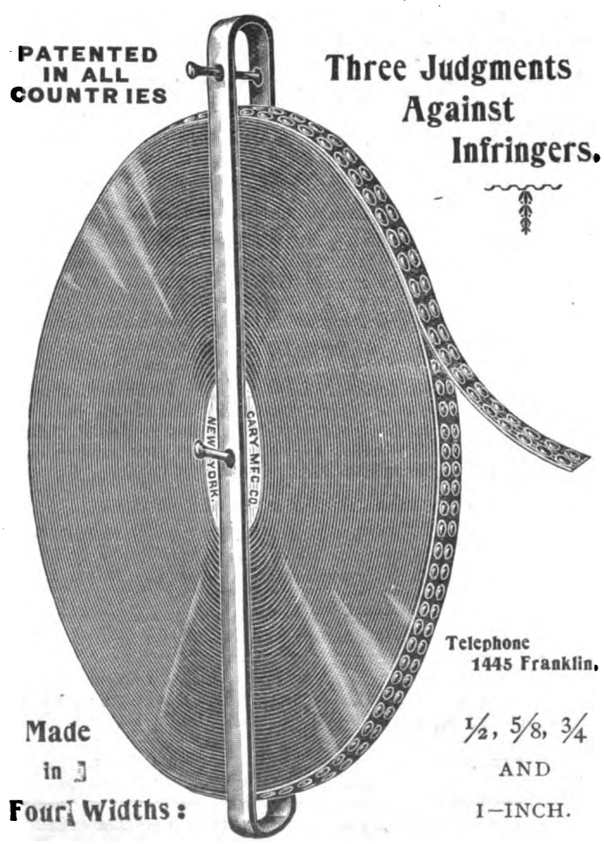
The . . .
"ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

CARY'S UNIVERSAL BOX STRAP.



CARY MANUFACTURING CO.,
19 and 121 Roosevelt St., New York.

Standard Sizes of Circular Saw Mandrels.

No.	Diameter of Pulley.	Face of Pulley.	Diameter of Flange.	Length of Shaft.	Diameter of Shaft.	Size of Hole in Saw.
1	2½ ins.	3½ ins.	2½ ins.	14 ins.	1 1-16 in	1 in.
2	3 "	4 "	3 "	16 "	1 3-16 "	1¼ "
3	3½ "	4½ "	3½ "	18 "	1 5-16 "	1¼ "
4	4 "	5 "	4 "	20 "	1 7-16 "	1 5-16 "
5	4½ "	5½ "	4½ "	22 "	1 7-16 "	1 5-16 "
6	5 "	6 "	5 "	24 "	1 7-16 "	1⅜ "
7	5½ "	6½ "	5½ "	26 "	1 7-16 "	1⅜ "
8	6 "	7 "	6 "	28 "	1 9-16 "	1½ "
9	7 "	8 "	6 "	32 "	1 11-16 "	1⅝ "
10	8 "	8 "	6 "	36 "	1 13-16 "	1⅝ "

When Ordering Circular Saws,

The following directions should be explicitly given:

Diameter of Saw in inches.
Thickness (or Gauge) of Saw at Rim.
Thickness (or Gauge) of Saw at Centre.
Log side, right or left hand, saw *cutting towards you.*
Number of Teeth in Saw.
Kind and number of Tooth.
Size of mandrel hole.
Size of pin hole.
Distance between pin holes from centre to centre.

Standard Gauges for Circular and Mill Saws.

Gauge.		Gauge.	
No. 4.....	¼ inch, scant.	No. 11.....	⅛ inch, scant.
" 5.....	7-32 "	" 12.....	3-32 " full.
" 6.....	3-16 " full.	" 13.....	3-32 " scant.
" 7.....	3-16 " scant.	" 14.....	5-64 " full.
" 8.....	5-32 "	" 15.....	5-64 " scant.
" 9.....	5-32 " scant.	" 16.....	1-16 " full.
" 10.....	⅛ " full.		

HOPKINS' "HANDY NOTES AND QUERIES."

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ship Carpenters, Railroad ..... 40&7½%

Abattoir Cleavers—

Nichols Bros.:
Beef Splitting 30%
Packing House 30%

Ammunition—

CAPS, PERCUSSION—₱ 1000—
U. M. C. Co. and Hicks, trimmed edge ..... 47 @ 50c
U. M. C. Co. and Hicks ground edge ..... 47 @ 50c
F. L., Waterproof, 1-10 ..... 37 @ 40c
Musket, Waterproof, 1-10's .. 58 @ 60c
G. D ..... 33 @ 35c

CARTRIDGES—
Rim Fire Cartridges 50%
Rim Fire Military 15%
Cent. Fire, Pistol and Rifle 25%
Cent. Fire, Military and Sporting 15%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal $1.75
Blank Cartridges, 32 cal $3.50
Primed Shells and Bul'ts ..... 15&5%
B. B. Caps, Round Ball .. $1.12@1.18
B.B. Caps, Con. Ball, Swgd $1.90

PRIMERS—
Berdan Primers $1.00
B. L. Caps (for Sturtevant Shells) $1.00
All other Primers ..... $1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge ..... 25&10%
First quality, 14, 16 and 20 gauge $7.50 ..... 30&10%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, ... 33⅓&10%
Brass Shot Shells, 1st quality 60%
Brass Shot Shells, Club, Rival and Climax 65%

SHELLS, LOADED—
"New Club," Black Powder ... 40&10&5@40&10&10%
"Black Club," Black Powder ... 40&10&2½@40&10&5%
"Smokeless" Nitro Powder ... 40&10&10&10%
"Acme," Dense Nitro Powder .. 40&10&10&10%
"Trap," Nitro Powder ... 40&10& 10&10%

GUN WADS—₱ 1000—
B.E., 11 up. 60c .. B.E., 9&10 .. 70c
B.E., 8 ..... 80c .. B.E., 7 ..... 80c ..
P.E., 11 up. 1.00 .. P.E., 9&10 .. $1.25
P.E., 8 .... 1.50 .. P.E., 7 ..... 1.50
} 20%

SHOT—
Drop Shot, sizes smaller than B, 25-₤ bags ₱ bag $1.45
Drop Shot, sizes smaller than B, 5-₤ bags, ₱ bag ..... $ .35
Drop Shot, B and larger sizes, 25-₤ bags, ₱ bag $1.70
Drop Shot, B and larger sizes, 5-₤ bags, ₱ bag ..... $ .40
Buck Shot, 25-₤ bags, ₱ bag ... $1.70
Buck Shot, 5-₤ bags, ₱ bag .... $ .40
Chilled Shot, 25-₤ bags, ₱ bag .. $1.73
Chilled Shot, 5-₤ bags ₱ bag .. $ .40
Dust Shot, 25-₤ bags, ₱ bag $2.10
Dust Shot, 5-₤ bags, ₱ bag ..... $ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 ₤ each ..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 ₤ each ..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 ₤ each ..... .25
F, FF, FFF, in canisters of ½ ₤ each ..... .15
F, FF, FFF, in canisters of ¼ ₤ each ..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 ₤ each 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ ₤ each 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ ₤ each 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 ₤ each 5.00
Nos. 1, and 2, in ½ kegs of 12½ ₤ each 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ ₤ each 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 ₤ each 4.00
F, FF, FFF, in ½ kegs of 12½ each 2.25
F, FF, FFF, in ¼ kegs of 6¼ ₤ each 1.25
Meal Powder, In kegs of 25 ₤ each 4 00
[for 1000 ₤ lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 ₤ each 2.25
Blasting and Mining, "A" CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 ₤ each 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 ₤ each 1.50
Fourth of July Powder, In kegs of 25 ₤ each 2.25
Laflin & Rand Smokeless, 10-Can Drums 9.00
Single Canisters 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 ₤ each ... $ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 ₤ each ..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ ₤ each ..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 ₤ each ..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 ₤ each ..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ ₤ each ..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ ₤ each ..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 ₤ $3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ ₤ 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ ₤ 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 ₤ 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ ₤ 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ ₤ 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 ₤ 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ ₤ 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼ 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 ₤ 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ ₤ 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ ₤ 1.50
Mealed Powder, in Kegs, 25 ₤ 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 ₤ 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 ₤ 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 ₤ 1.50
Du Pont Sporting Powder, for lots 1000 ₤ 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 ₤ Black Powder $22.00
Half Kegs, equal in bulk to 12½ ₤ Black Powder 11.25
Quarter Kegs, equal in bulk to 6¼ ₤ Black Powder 5.75
Canisters, equal in bulk to 1 ₤ Black Powder 1.00
Discounts on application.

Animal Pokes—

R. W. Montross,
Camp's Success ..... ₱ doz. $3.80
Gallen Safety ..... ₱ doz. $3.75
Hartman's Pivot ..... ₱ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye ..... ₱ doz. $3.25
Western ..... ₱ doz. $3.75

Anti-Rattlers—

Fernald, Wire .... ₱ doz. pairs. .75
Burton's, No. 2 .... ₱ doz. pairs. .75
Burton's, with bolt holder, No. 1 ..... ₱ doz. pairs. $1.00
Kohler's:
Invisible, No. 3 ..... ₱ gro. $6.80
Perfect, No. 2 ..... ₱ gro. $7.00
Bolt Holder, No. 1 ..... ₱ gro. $9.00

Anvils—

American "Horse-Shoe" ... 9½@9¾c
Armitage's Mouse Hole .... 8¾@9¼c
Eagle Anvils, ₱ ₤ 9c ..... 15@15&5%
Hay-Budden, Wrought .... 8½@8¾c
Peter Wright's ..... 9¾@10¼c
Samson ..... 4½@10½
Trenton ..... 8½@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise 40%
Holt's ..... 40@40&10%
Millers Falls (with drill) $18.00 .. 20%

Augers and Bits—

Boring Machine ..... 75&10@80%
Common Auger Bits ..... 75&10@80%
Cook's N. H. Copper Co 60%
Forstner Pat. Bits 25%
C. E. Jennings & Co.:
Double Spur pattern car. No. 30. 60%
Nobles Double Spur, No. 33. 70&10%
No. 10 Extension Lip .... 40@40&10%
No. 10 Extension Lip pattern car bit ..... 40@40&10%
Pat. Car Bits, No. 10 ..... 40%
Pat. Car Bits No. 30 ..... 50&10@60%
Ring Augers ..... 70&10%
Pugh's Black 20%
Snell's Jennings' Pattern 70%
Snell's Car Bits ..... 60&10&5%
Russell Jennings' Augers and Bits, 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3 .... 25&10%
Douglass' ..... 33⅓@33⅓&10%
Ives ..... 33⅓@33⅓&10%
Millers Falls, Goodell .... 15&7½&10%
Universal, each $4.50 ..... 20%

EXPANSIVE BITS—
C. E. Jennings & Co 33⅓%
Clark's small, $18.00 ..... 50&10@60%
Clarks' Large, $26.00 ..... 50&10@60%
Ives' Model, ₱ doz. $60 .... 50@50&10%
Swan's ..... 40@40&10%

DOUBLE CUT GIMLET BITS—
Common ..... ₱ gro. $2.75@$3.25
Diamond ₱ doz. $1.35 ..... 40&10%
Douglass' ..... 40&10@50%
C. E. Jenning & Co 50%
Ladds' 70%
Shepardson's ..... 45&10@50&10%
Snell's: ..... 50@50&10%
Snell's Bell Hangers 60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood 40%
for metal, 60%
Cleveland Wood Bits for Brace ..... 50&5%
Detroit ..... 60@70%
K. & F ..... 60&10&10&5%
Morse ..... 60&10&10%
Syracuse, for wood 40%

TWIST DRILLS—
Cleveland ..... 60&10%
K. & F. Straight Shank ..... 60&10%
Morse Straight Shank 60%
New Process ..... 60&10%
Standard ..... 60&10%
Syracuse ..... 60&10%
W. & B. Diamond ..... 60&5@60&10%
W. & B. Universal Self-Oiling ... 10%

SHIP AUGERS AND BITS—
L'Hommedieu's .... 15&10@15&10&5%
Snell's ..... 30&10@40%
Watrous' 40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad, ₱ gr ..... $3.00@$3.25
H'ld Scratch ₱ gr ..... $3.50@$4.00
Pat. Peg ₱ gr ..... 33@35c
Sewing, Com ..... ₱ gro., 85c@$1.00
Should. Peg ₱ gr ..... $1.35@$1.45
Shouldered Brad. ₱ gr ... $1.50@$1.65
Socket Scratch ₱ doz .... $1.00@$1.10
Stanley Rule & Level:
Handled Brad ..... 40&10%
Patent Pegging ..... 50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10 ₱ doz. $7.50; No. 20, ₱ doz. $10 ..... 60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50 ... 70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $13; 3, $13; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $13; 4, $12; 5, $13.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₱ dozen net.
Stanley's Excelsior, No. 1, $7.50 : No. 2, $4.00; No. 3, $5.50 ..... 40&10%

Axes—

First quality, best brands. $5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₱ doz.

HATCHETS—
Collins 10%
Findlay Axe & Tool Co ... 50@50&10%
Hunt's, Underhill's or Blood's ... 40&12½@50%
Peck's:
Champion Blade 45%
Empire Brand ..... 50&10%
Fayette R. Plumb:
Broad, New List ..... 40&7½%
Lathing ..... 40&12½%
Shingling ..... 40&12½%
Warehouse ..... 40&12½%
Vulcan Tool Co 50%
D. Simmons & Co.:
Broad ..... 50&5%
Shingling and Claw ..... 50&5%
Lath, Hunters' etc ..... 50&5%

Axle Grease—

Dixons' "Everlasting."
1-₤ box ..... .15
3-₤ box ..... .25
10-₤ pail $1.20
25-₤ keg $2.75
50-₤ keg $5.00

Balances—

Chatillon's:
No. 2000 20 80
₱ doz. 75c 85c $1.65 net
Circular Balances 60%
Straight Balances 50%
Circular Spring Balances. 50&10@60%
Common 24 ₤ ..... ₱ doz. 80c net.
Ice ..... 50&10%
Straight Spring balances. 50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National 30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50 ..... 25@30%
Tinned, each, $7.50 ..... 25@30%

Bells—

HAND—
Extra Heavy Brass ..... 65&10%
Light Brass ..... 70&10%
Globe (Cone's Patent) ..... 40@40&10%
Silver Chime ..... 40@40&10%
White Metal 70%

DOOR—
Crank, Cone's 10%
Gong, Abbe's ..... 40@40&10%
Gong, Barton's ..... 40&10@50%
Gong, Yankee ..... 55&10%
Lever, R. & E. Mfg. Co.'s. 50@50&10%
Multi-Stroke 55%
New Departure ..... 45@50%

COW—
Com'n Wrought ... 60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List .. 75%
Texas Star ..... 50&10%
Western, Sargent's list 75%

Bellows—

Blacksmith's ..... 70@70&10%
Hand ..... 50&5@50&10%
Moulders ..... 50&5@50&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" ..... 50&10%
"Imperial," seamless, stitched ..... 40&5%
Cleveland Rubber Co.:
Buckeye ..... 60&10%
Shield High Grade ..... 50&10%
War. 2 XL 40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5&70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—
Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $8, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Binder Twine—
White Sisal, ₩ ℔.....8¼@9c
Standard ₩ ℔.....8¼@9c
Manila. ₩ ℔.....9¼@9¾c
Pure Manila, ₩ ℔.....9¾@10¼c

Bit Holders—
Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives' ₩ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—
See Augers and Bits.

Blind Adjusters—
Domestic..₩ doz. $3.....33⅓%
Excelsior..₩ doz. $10.00....50&10&2%
North's.....10%
Unique.....33⅓%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—
Austin & Eddy ₩ gro. sets.....$5.50
Gorhams Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....65&10%
Washburn's Plate ₩ gr.....$9 00
Zimmerman's.....50&10%

Blind Hinges—
See Hinges.

Blocks—
Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list, 60&10&5@70%
Wrought Shutter, Sargent's list, 60&10&5@70%
Wr't Sunk Flush, Sargent's list, 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n Stanley's list.....60&10@60&10&5%
CARRIAGE, MACHINE, &C.—
Bolt Ends.....80%
Machine.....80%
Carriage, Common.....75&10%
Norway Iron, list Oct. '84.....75&10%
Phila., Eagle, list $3.00.....85&10%
R. B. & W., $2.40 list.....70%
TIRE—
American Screw Co.:
Bay State, Plain list Feb. 26, '96, 70&10%
Bay State, Fluted.....70&10%
Eagle Phila., list Feb. 26, '96.80&10%
Norway, Phila., list Feb. 26, '96, 75&10%
Common, list Feb. 28, '83..75@75&10%
R. B. & W., list Oct. 16, '84....70&10%
STOVE AND PLOW—
Plow.....70%
R. B. & W., Plow.....65%
Stove.....70&10%
MISCELLANEOUS—
Sink.....7'&10%
Sleigh Shoe.....80&10%

Bone Mills—
Enterprise.....25@30%

Borers, Bung—
Enterprise.....25@30%
Each.....$1.35, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—
Common and Ring.....20&10@35%
Enterprise.....25@30%
Ives'.....33⅓&5%

Boring Machines—
Without Augers.

	Upright.	Angular.
Douglass'.....	$2.50	$3.00
Jennings'.....	2.50	3.00
Millers Falls.....	7.50	15&10%
Snell's. Rice's Pat.	2.50	3.75

Bow Pins—
1¼ inch, ₩ gro.....$4.50@$5.00
Inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—
Heller's.....40&5%

Box Strapping—
Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—
Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114⅔.....60&10%
No. 208¼@214⅓.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—
Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—
Millers Falls Co.....25%

Bracket Sets—
Millers Falls Co.....33⅓%

Brazers—
National Cement & Rubber Mfg. Co:
No. ½ High Pressure Brazers.....$34.60
No. 1 High Pressure Brazers.....$42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—
Standard list.....90@90&10%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bush Hooks—
See Hooks.

Butcher's Cleavers—
Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%
Nichols Bros.
Market round handle.....40%
Market flat handle.....30%
Mutton Choppers.....30%
Pork Choppers.....30%
Lamb.....30%
Family.....30%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....25%
C. E. Jennings & Co.....30%
Nichols Bros.....50%

Butter and Cheese Triers—
Ordinary Black Handle.....25%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@40&10%
CAST IRON—
Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%
WROUGHT STEEL—
List, April 1, 1895.
Bronzed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 75@75&10%

Calipers—
See Compasses, Dividers, etc.

Can Openers—
American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle.₩ gr....$2.00@$2.25
Sardine Scissors...₩ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—
Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—
Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@90c
Cast Steel, Polished.....₩ doz. $2.25
Socket.....₩ doz. $1.75

Carpet Sweepers—
Bissell Carpet Sweeper Co:
Amer. Queen. } Cyco Bearing ₩ doz. $37.00
Crystal. } Cyco Bearing ₩ doz. $36.00
Gold Medal. } Cyco Bearing ₩ doz. $24.00
Grand. } Cyco Bearing ₩ doz. $36.00
Grand Rapids. } Cyco Bearing ₩ doz. $22.00
Hall. } Cyco Bearing ₩ doz. $60.00
Prize. } Cyco Bearing ₩ doz. $24.00
Premier. } Cyco Bearing ₩ doz. $24.00
Superior. } Cyco Bearing ₩ doz. $24.00
Welcome. } Cyco Bearing ₩ doz $24.00
Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $31.00
Furniture Protector, Japan.....₩ doz. $22.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap..₩ doz. $20.00
"Standard A," Nick..₩ doz. $23.00
Lots of 5 dozen $1.00 per doz. less.
TOY LINE—
Baby.....₩ doz. $2.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $6.00
Little Queen.....₩ doz. $5.50
Misses.....₩ doz. $9.00
Quantity rebates on application.
"PRICE BEARING SWEEPERS"—
"Improved Victor," ₩ doz. net $18.00
"Criterion," ₩ doz. net.....$16.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic. ₩ doz. net $19.00
Goshen Sweeper Co: New Prices Per Doz.
Goshen's Junior.....$ 9 00
Eureka.....$12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$18 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap.....$18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap.....$19.00
Banner, Broom Action, Jap.$20.00
Banner, Broom-Action, Nic.$22.00
Reliable, Broom-Action, Jap.$ 0.00
Reliable, Broom-Action, Nic.$22.00
Rapid, Broom Action, Jap...$20.00
Rapid, Broom-Action, Nic...$22.00
Select, Broom-Action, Jap...$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam-Action, Nic.....$24.00
Common Sense, Cam-Aotion, Nic.....$24 00
Our Best, Cam-Action, Nic..$24.00
Majestic Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$25.00
Model, Cam Action, Nic. ...$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72.00

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60& 0%
French or Phila.....60@66⅔%
Globe Wheel.....65@65&10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—
Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%
COW TIES—
American.....60&10%
Covert Mfg. Co.:
Jute.....45&2½%
Manilla.....45&2½%
Sisal.....45&2½%
Triumph.....45&2½%

Cements—
National Cement & Rubber Mfg. Co:
¾x4 Tubes High Pressure Rubber Cement.....₩ gro. $9.88
¾x4 Tubes High Pressure Liquid Tire Cement.....₩ gro $9 88
¾x4 Tubes Pioneer Brand Rubber Cement.....₩ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....₩ gro. $6.60

Chain—
American Proof Coil, in 1000-℔ lots,

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$5.35	4.35	3.85	3.10	2.95	2.85	2.55	2.50

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Mfg. Co. Chains.....45%
Covert Mfg. Co. Halter Chain..45&2%
Covert Mfg. Co. Heel Chain..45&2%
Galvanized Pump Chain, with Buckets.....50&5%c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70%
Jack Chain, Brass.....60@60&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....50&10%
Trace, Wagon and Fancy Chains, New List.....70&5%

Chain Guards—
Aluminum S. & N. Co.....50%

Cherry Stoners—
Enterprise.....2@30%
Family.....net ₩ doz. $4.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 70&10 and 75&10&5%
C. E. Jennings & Co. No 70....25&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%
TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to 30%
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....25 to 30%
Tanged Firmers'.....40&10@50%
COLD CHISELS—
Good quality, ₩ ℔.....14c@16c
Snell's Best C. S.....50&10%

Chucks—
Beach Pat....each $8.00.....20%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50.25%

Clamps—
Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....30%
Adjustable, Stearns'.....30@30&10%
Cabinet-Makers, Sargent's...45&10@60&10%
Carpenters', Cincinnati.....25&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co..40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—
Challenge Shank.....₩ doz. $3.00
Star Shank.....₩ doz. $3.75
Star Socket.....₩ doz. $4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $8.75...15%
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....₩ doz. $7.50 net
Monitor.....₩ doz. $8.00 net
Stewart Pat.....₩ doz $9.00 net

Clips—
Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—
Box and Side.....60&10@60&10&5%

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Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....33⅓%
Waddel's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—
Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—
Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—
Fiton's, List Nov. 20, '96.....25&10%
Kohler's.....8⅓@40%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....35%
Torrey's Rod, 39 in, ₩ doz.....$1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Miz.....75&10&5@75&15&2½%
Ohio Tool Co...75&10&5@75&1 &2½%
P. S. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Watrous.....30&10@40%
L. & I. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩ doz.....$15.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting. 33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....30@30&5%
Ratchet, Moore's Triple Act. 25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

BLACKSMITHS'—
Common, each.....$1.75
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Plane Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz., $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Keystone.....33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.25
Dover, No. 10.....₩ gro. $5.50
Dover, Steel Handle No. 10, ₩ gro.....$7.50
Dover, Extra Heavy, No. 15, ₩ gro.....$14.00
Rival.....₩ gro., $12 00

Electrical Supplies—
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....31c. each.
Door Springs, Electric...24c. each.
Early Riser's Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.6 c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking..$31.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to No. 54 46 gr.	180 gr.	Flour, CF & FF.
Kegs, ₩ lb.	4½c	5c	8c
¼ kegs, ₩ lb.	4½c	5½c	8½c
½ kegs, ₩ lb.	5c	5½c	8½c
10 lb cans, in case	6c	6½c	5½c
10 lb cans, less than 10	10c	10c	8c

Enameline—
No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co:
No. 2-A High Pressure Double Walled.....$36.33
No. 4-A High Pressure Double Walled.....$49.33
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—
Brass.....70%
Iron.....60%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—
Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand." Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz, $7.50
Pioneer.....per doz, $6.50
Olympia.....per doz., $8.00
O. B.....per doz., $6.00

Files—
DOMESTIC—
American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Disston's superfine.....80%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@30&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:
A 1, No. 2, No. 3, No. 4,
$4.00 $2.50 $1.50 $1.00 ₩ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....75&2½%
Champion, Manure.....66⅔&33⅓%
Columbia, Hay.....70&15%
Columbia, Manure.....70&12½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....75&5%
Victor, Manure.....75&15%
Victor Header.....75&5%

Freezers, Ice Cream—
Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse....₩ 1000 ft. $3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse, ₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—
Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....35&10%
Marking, Mortise, &c.....60&10@70%
Stanley's.....60&10%
Stanley's Chisel.....35&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ₩ doz $3.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—
Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—
Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....₩ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P. S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....₩ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Covert Mfg. Co. Rope Halters.45&2%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....35%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5%@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand.....60%
Y. & P., A. E. Nail.....40&7½%
Other Brands.....50%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz.. $3.00
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 35c } 30@30&5%
Over 5 lb.....₩ lb 30c
Heavy Weights.....30@30&10%
Wilkinson's Smiths....9½c@10c₩ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....30&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.08	1.35	1.50

60&10@70%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....60&10@66⅔%
Japanned, with Nuts....$1.62
Japanned, with Plate....$1.10
Japanned, without Plate....88c

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—
Auger, assorted....℔ gr. $2.25@2.50
Auger, large....℔ gr. $3.00@3.25
Auger, Douglass', Pat. ℔ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 32⅞....40%
Auger, Swan's, Pat. ℔ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....℔ gr. $1.75@$2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....℔ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ℔ gr. $2.25@2.50
Firmer Chisel, Apple large ℔ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ℔ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ℔ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ℔ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—

American Trackless....33⅓&2½%
Barn Door, old pattern....60&10@ 60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door....50%
Chisholm & Moore Mfg. Co.:
Advance....60&10%
Cleveland....70%
Moore's Elevator....40%
Cronk's Roller Bearing, No. 0, $15.00; No 4, $18.00; No. 5, $26.00 75%
Cronk's Steel cov'd Loose Axle, 70%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....60@50&10%
Lanes Barn Door:
Barn Door, Standard....60&10%
Covered....60&10%
No. 50....6[illegible]&5%
New Model....4[illegible]&5%
Parlor, Standard....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $13.00, ℔ dozen pairs....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....50&10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....50&10%
Wild West....50&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....33⅓&5%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $35.00; No. 4, $35.00.60&10&2½%
Warner's Pat....20&10&10%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.1 ℔ doz....40&10%
Wrought....85&10&5@90%
Wrought, Stanley....85&85@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....$6.00
Wadsworth's....40&5@40&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 32 and 34 50&10@50&10&5%
Rolled Plate....} 70&10@70&10&5%
Rolled Raised....}
Plate Hinges "Providence" 6 to 12 in. ℔ D, 5c. 14 to 36 in. ℔ D, 4c.
Screw Hook and Strap. { 6 to 12 in., ℔ D..2½c; 14 to 20 in., ℔ D..2¾c; 22 to 36 in., ℔ D..3 c

STRAP AND T HINGES—
Light Strap Hinges.75&10&5@75& 10&5&10%
Heavy Strap Hinges.80&10@80&10 &10%
Light T Hinges....70@70&10%
Heavy T Hinges ...75&5@75&10&5%
Extra Heavy T Hinges..80@80&10%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps....60&10@60&10&10%
Crate Hasps....60&10@60&10&10%
Crate Hinges....75&10&5%

SPRING HINGES—
Bommer's....40%
Bardsley's Patent Checking....15%
Chicago....30%
Champion....60%
Keil's American....30%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ℔ gro....$7.50
New Idea, No. 2, ℔ gro....$18.00
Rex....℔ gr. $13.00
Royal Japanned....66⅔%
Rubber....66⅔%
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....20%
Union Mfg. Co....25%
VanWagoner & Williams Hdw. Co.:
Acme....30&5%
American....30%
Columbia, No. 14....℔ gro. $8.00
Columbia, No. 18....℔ gro. $24.00
Crown....30%
Gem....33⅓%
Knoxall....℔ gro. $9.00
Oxford....30%
Wiles' No. 1, ℔ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....℔ doz $12.50, 50%
Clark's Nos. 1, 2, 3....70@70&10&5%
N. E...℔ doz $7.80....60@60&10%
N. E. Reversible....℔ doz $5.00 60@60&10%
N. Y. State..℔ doz $4.20..60@60&10%
Shepard's Nos. 1, 2, 3.60&10@60&10 &5%
Western, ℔ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....80&10%
Mortise Gravity....50%
Nos. 1, 3, 5....80&10%
Nos. 40 and 50....80%
Huffer....50&10@50&10&10%
Parker....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 13. ....75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....80&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5....80&10%
Champion Gravity Locking, No. 75....80&10&10%
1888, Old Pat'n, Nos. 1, 3 and 5, 80&5%
Tip Pattern, Nos. 1, 3 and 5, 80&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103....80%
Niagara Gravity Locking, Nos 1, 3 and 5....80&10%
Noiseless, Nos. 50, 60, 65 and 55.80%
O. S. Lull & Porter....80&10%
Pioneer, Nos. 000, 45 and 5½....75&5%
Steamboat Gravity Locking, No. 10....80&10&5%
Stenger's Positive Locking....75%
W. H. Co.'s No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges, ℔ doz. sets $1.30....40&10%

Hitching Cords—

Covert Mfg. Co....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ℔ doz. $3.50 net
Crescent Cultivator, 7 in. ℔ doz. $3.75 net
Crescent Double-Bit ℔ doz. $3.75 net
Crucible Cut-Easy..℔ doz. $4.50 net
Cotton....80&7½%
Dunlap's Boys', Ladies', Toy....30%
Garden....80%
Ladies' and Boys'....80&5%
Mortar....75&25%
Iowa Crucible Socket....75&20%
Magic....℔ doz $4.00
Mattock Hoe....℔ doz. $3.75 net
Planter's....30&15%
Texas Cut-Easy....℔ doz. $4.25 net
Warren Hoe....60&10%
Weeding....75&5%

EYE—
American Axe & Tool Co....70%
Grub....75@75&10%
Lane's:
Crescent Planters Pat....45&5%
Razor Blade, Scovil Pat....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil....30@30%

Hog Rings and Ringers—

Hill's:
Rings....℔ gr. boxes..$3.00@$3.25
Ringers....℔ doz. 50@55c
Kohlers, Horse Nail, Ringers. ℔ gro. $9.00
Perfect Rings....℔ gro. $7.00@$7.50
Perfect Ringers....℔ doz. 80c

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Pearl, Agate....40 &1 %
Peerless Enameled-Ware....70%
Crystal Steel-Ware....50&10%
Blue and White-Ware....40&10%
White-Ware....33⅓&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10@70%
Unground....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....62½@65%
Maslin Kettles,....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds....75&15%
Manure....50&[illegible]0&10 1 %
Iowa F. T. Co.'s Clam....70&10%

BUSH—
Jennings & Griffin's....40&10%
Light ℔ doz. $5.00; Medium ℔ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....℔ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works....30%
Hammock Hooks, E. C. Stearns, ℔ doz....60c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....40%

WIRE—
Atlas Coat and Hat....50@50&10%
Belt....80&10%
Crescent, Coat and Hat....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....66⅔%
Wire Ceiling, Gem....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works: Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.30; 4, $2.00
Hooks and Eyes—Brass....70&10%
Hooks and Eyes—Mal. Iron....75%
Cotton, Box and Hay....60%

Horse Clippers—

See Clippers.

Horse Nails—

Nos.	6	7	8	9	10
A. C.	35c	28c	22c	21c	21c.

40&10%
American, all sizes, 9½@10c....net
Ausable....28c 26c 25c 24c 23c. 40&10&10&5%
Anchor....23c 21c 20c 19c 18c....40%
C. B. K....25c 23c 22c 21c. 21c 40%
Capewell...19c 18c 17c 16c 15c..10&5%
Champlain..28c 26c 25c 24c 23c 40&5&2%
Clinton Fin.19c 17c 16c 15c 14c. 30&10&5%
Essex....28c 26c 25c 24c 23c. 40&10&10%
Lyra, all sizes....9½c, net
Maud S....25c 23c 22c 21c. 21c 50&10&5%
Neponset....40%
Northw't'n.25c 23c 22c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c..33⅓%
Snowden, 9½c 9½c 9½c 9½c 9½c, net
Vulcan....28c 21c 20c 19c 18c....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobb's..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, ℔ set, $1.60
Hartford Side-Weight, Extra Light....$7.00@$7.10
Hartford Side-Weight, Light and Medium....$6.50@$7.00
Perkins Improved Snow....℔ D 4c
W. & B. Rubber Pad....℔ set, $2.50

MULE—
Add 50c ℔ keg to above prices.

Horse Ties—

Covert Mfg. Co....45

Hose, Rubber—

Boston Belting Co.:
"Boston"....50&10&5%
"Imperial"....30&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....60&10%
Staple....60&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....℔ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parser's:
Ice Box Chisel....℔ doz. $12.00 } ℔ doz
Ice Crusher, No. 3, ℔ doz. $3.00 } ℔ doz
Ice Crusher, No. 2, ℔ doz. $6.00 } ℔ doz
Ice Crusher, No. 1, ℔ doz. $24.00 } ℔ doz
Ice Tools....℔ doz. $4.00 } ℔ doz
Sargent's Ice Awls....5%
Snell's....50%
Star....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, ℔ doz. $6.00... 2[illegible]@30%
No. 34....℔ doz. $15.00.2[illegible]@30%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—

Ames':
Bread Knives. ℔ doz. $1.50...20@25%
Butcher Knives....25@25&10%
Shoe Knives....35@30%
Cronk's Chopping....50&5%
Dunlap Kitchen and Br'd Knives 40%
Foster Bros.' Butcher, &c....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2½ in. Bead, ℔ gr....$1.25@$1.50
Carriage, Jap....℔ gro. 80c, 60&10%
Door Knobs, Hematite....50&10%
Door Mineral....℔ doz. 60@65c
Door Por. Jap'd....℔ doz. 65@70c
Door Por. Nickel...℔ doz..$1.70@1.90
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....75
Yale & Towne Wood, list Dec. '98. 6 %

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Latches—

Cronk's Sliding Door.....60%
Lane's Barn Door.....40%

Lawn Mowers—

Champion.....75&10%
Clipper Improved.....60&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy.....60&10@60&10&10%
New York.....60&&5%
Pastime:

12 in.	14 in.	16 in.
$6.00	$6.25	$6.50 each net

Pennsylvania.....60&10%
Racine:

14 in.	16 in.	18 in.	20 in.
$15.00	$17.00	$19.00	$21.00 each 60%

Rapid Transit.....70&10&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—

Enterprise.....25&30%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₩ doz.	$12.00	$15.00	$24.00..35%

Leaders—

Covert Mfg. Co. Cattle.....45&2%

Lead Pipe, &c.—

Lead Pipe, full lengths.....₩ ℔ 6¾c
Lead Pipe, Tin Lined.....₩ ℔ 12½c
Block Tin Pipe.....₩ ℔ 22c
Sheet Lead, full rolls.....₩ ℔ 7¾c
Quantity discount 20%

Lemon Squeezers—

Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.25 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 30&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design....35&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓&5%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &c.—

Branford Lock Co.....net prices
Champion Night Latches.....40%
Norwalk Lock Co.....60%
Plate.....33⅓&5%
R. & E. Mfg. Co.....60&10%
Reading Hdw. Co.....60%
Sargent & Co.....60&10%
Slaymaker, Barry Co.'s:
Corrugated Key Latch.....35&5%
All other Night Latches.....40%
Yale.....net prices

CABINET—

Eagle Lock Co.....45%
Yale.....45&2%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Champion.....40%
Eagle.....40%
Scandinavian.....90&40%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25%
Eagle.....25%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—

Cronk's Garden.....33⅓&
Regular Goods.....75%

Meat Cutters—

American.....30%

Nos.	1	2	3	4	5	6
Each.	$5	$7	$10	$25	$50	$80

Dixon's.....₩ doz 33⅓&

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos.	5	10	12	20	22	33
Each.	$2	$3	$2.50	$5	$4	$6

Hales Pattern ₩ doz.....70@70&5%

Nos.	11	12	13
	$37	$33	$45

Home No. 1..₩ doz $26.....60%
Little Giant.....50&10%

Nos.	305	310	312	320	322
	$35	$43	$44	$72	$68

Miles' Challenge ₩ doz...45@45&10%

Nos.	1	2	3
	$22	$30	$40

Woodruff's ₩ doz.....33⅓&

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—

Enterprise.....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ ℔..25c
No Name.....₩ ℔..15c
Mystic.....₩ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—

Matchless (Canton, O.), ₩ doz.$12.00

Motors—

COFFEE MILL—

Specialty Novelty Co.....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896.....87½&10%

PICTURE—

Brass Head. Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—

Black Hawk, per doz.....$9.00
Eclipse.....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 40@40&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—

Buck Bros.....27½&
Cannon's Diam'd Point₩ gr.$12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.....₩ gro. $10.00
Hunters' Cup Point, Plain.....₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....50&10%

Nippers—

Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—

Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3 .00 20%
Turner & Seymour Mfg. Co.....50%

Nuts—

Cold Punched, Square, off list. $5 90
Hex, off list.....$6.30
Hot Pressed, Square, off list..$6.30
Hex, off list.....$7.20

Oilers—

Brass and Copper.....50&10%
Cushman & Denison's:
Gem.....₩ doz. .50
Leader.....₩ doz. .60
Perfect Oilers.....₩ doz. $1.50
Star Pocket Oilers.....₩ doz. .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable. Hammers, New Style, 10&r@2%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lilly White, ₩ ℔.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ ℔..... .50
No. 1..... .40
No. 2..... .30
Pike's Washita Round Edge Slips: 3 to 5x1⅝ to 2⅜ to ⅝ at back, ⅛ to 5-16 edge ₩ ℔:
Lily White Slips..... .90
Rosy Red Slips..... .90
Extra Slips, same sizes as above..80
No. 1..... .70
No. 2..... .40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ ℔..... .70
Discount 33⅓&.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$13.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x⅝ to 1⅛, ₩ ℔..... .34
" 2x2x⅛, extra selected.. .40
Discount 33⅓&.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston".....60&5%
"Excelsior" Self-Vulcanizing, Pure per ℔ 70c.....30&5%
Extra.....60&5@60&10&5%
Standard, Fair Quality..70&10@75%

MISCELLANEOUS—

American Packing.....9c@10c ₩ ℔
Cotton Packing.....13c@14c ₩ ℔
Italian Packing.....11c@12c ₩ ℔
Jute.....5¼c@5½c ₩ ℔
Russian Packing...12½c@13½c ₩ ℔

Padlocks—

See Locks.

Parers—

APPLE—

Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1893.....each 16.00
Family Bay State.....₩ doz 12.00
Improved Bay State.₩ dz. $27@30.00
Little Star.....₩ doz 4.00
New Lightning.....₩ doz 5.50
Penn.....₩ doz 3.75
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable, Old Style.....₩ doz 4.50
Turntable, 1893.....₩ doz 5.00
White Mountain.....₩ doz 4.00

POTATO—

Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—

Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00@7.50
Lead.....₩ gro. 2.18@4.38
Lumber.....₩ gro. 6.87
Mascot, Hexagon.....₩ gro. 8.75
Mascot, Round.....₩ gro. 8.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....7 @70&10%

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....50@50&10%
Bench, Second Quality.....60%
C. E. Jennings & Co.....50&10%
Molding.....40&10%

IRON PLANES—

Chaplin's Iron Planes.....50&10%
C. E. Jennings & Co., Iron...50&10%
Sargent's.....60@60&10%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10@50&10&10%
Miscellaneous...35&10@..5&10&10%
Steer's Iron Planes..50&10@50&10&5

PLANE IRONS—

Auburn "Thistle".....
Ohio.....
Sandusky.....
} 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to 4
C. E. Jennings & Co.....35&10%
Stanley Rule & Level Co.....50&10%
L. & L. J. White.....30&5@35%

Pliers and Nippers—

Button's.....70%
Carew's Pat. Wire Cutters.....20%
Cronk's:
Button Pattern.....70@70&10%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose.....33⅓&
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔&
Morrill's Parallel, ₩ doz $13.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's.....70%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Wood's Extension Sight.....33⅓&

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's.....35%

Polish, Metal—

Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—

Dixon's Plumbago.....₩ ℔ 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—

Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00
2 qt., ₩ doz. $1.15; ₩ gr. $12.00.
} 10@ 15%
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓&

Post Hole Diggers—

Disston's.....25%
Kohler's:
Little Giant, No. 12...₩ doz. $12.00
Hercules, No 25.....₩ doz. $10.00
Invincible, No. 6.....₩ doz. $ 9.00
Pioneer, No. 714.....₩ doz. $ 7.50
Lock Lever, No. 20...₩ doz. $12.00
Universal, No 49.....₩ doz. $12.00
New Champion, No.37 ₩ doz. $ 6.50
Iron Handle, No. 33...₩ doz. $ 5.00
Ryan's.....₩ doz., $20.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₱ doz $3 50
American No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. ₱ doz.....$2.50@2.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10@60&5%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....70&10%
Pitcher Spout, Cheaper Goods. 80%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2¼ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 78, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 108, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 260 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$18.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

Barn Door, Light, In.	¼	⅝	⅞
Per 100 feet.....	$1.40	1.55	2.00

Barn Door, "None Better" No. 1, ₱ foot.....3¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers: Small, Med. Large
Per 100 feet..$1.60 2.00 2.50
Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
O. N. T. Style.....₱ foot, 2 c
Competition.....₱ foot, 2½c
Double Braced.....₱ foot, 2¾c
Lanes' O. N.T.....₱ 100 ft. $2.40
Stowell's Wrought Steel..... 35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 5c
Sliding Door, Wr't Brass, 1½ in. ₱ D, 36c.....30&10%
Terry's Steel Rail, ₱ foot.....3¼c
Victor Track Rail, 7c ₱ foot, 60&10&2½%

Rakes—

Cronk's:
Wrist Steel Garden.....70%
Wrist Steel Lawn.....70%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3 2 @$3 15
Lawn Queen, Impr'd, net ₱ doz. $3.3 @$3.50
Jumbo.....net ₱ doz. $7.0 @$9.00
Paragon....net ₱ doz. $3.85@$3 00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank 70&10&2½&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓%

Rasps, Horse—

New Nicholson Horse Rasp..70&10%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—

New list, Dec. 27, 1897:
Black Japanned.....70%
White Japanned.....40%
Bronze-plate t.....40%
Electro-plated.....40%
Nickel plated.....50%
White Porcelain.....30%
Solid Brass and Bronze Metal 20%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—

Belt with Burrs .....40@10&10%
Hose with Burrs.....40@10&10%

IRON—

American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....80%
Thousand, in bulk.....80&5%
Thousand, in papers.....80&5%
Coopers, in bulk 80%
Block, and Carriage, in papers.80%
Hame.....80%
Belt with burrs, tinned or copper ed..... .....75%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay.....70%
Screw Stay.....50%

Rope—

Cotton Rope, Best, ¼ in. and larger.....₱ D 13 @14c
Medium, ¼ in. and larger.....₱ D 10 @12c
Common, ¼ in. and larger.....₱ D 8½@10c
Jute Rope.....₱ D 5½@ 6c
Manila:
7-16 in. and larger..₱ D 9¼c
⅜ in.....₱ D 9¾c
¼ and 5-16 in.....₱ D 10¼c
Hay Rope, Med.....₱ D 9¼c
Sisal:
7-16 in. and larger....₱ D 8¼c
⅜ in.....₱ D 8¾c
¼ and 5-16 in.....₱ D 9¼c
Med. L'th Y'rn.....₱ D 8¼c
Hay Rope.....₱ D 8¾c

Rules—

Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....40&10@40&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—

Chinese Laundry.....₱ D 4@4½c
Chinese Sad.....3½@3½c
Crown, Polished.....₱ doz $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ D 2½@2¼c

COLD HANDLED—

Enterprise Mfg. Co. of Pa.....30&5%
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ D 3@3½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....60&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@50%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash...₱ D 16@18c
Cable Laid Russia....₱ D 13½c@14c
Common India.....₱ D 8½c@ 9c
Common Russia Sash.₱ D 12½c@13c
Patent India.....₱ D 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ D 30c
"Samson" Braided Drab, Cotton.....₱ D 35c
"Samson" Braided Italian Hemp.....₱ D 33c
"Samson" Braided Linen, ₱ D 55c
Silver Lake:
A Quality, Drab.....₱ D 40c. 15@15&7½%
A Quality, White.....₱ D 35c. 15@15&7½%
B Quality, Drab, ₱ D 35c.....15@15&7½%
B Quality, White ₱ D 30c.....15@15&7½%
United States:
B Quality.....₱ D, 18c
C Quality.....₱ D, 16½c
White Cotton, Hard Braided. ₱ D.16c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush.....60&10& 0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.25%
Ives' Patent.....66⅔%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₱ ton, $20.00@$31.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher..... 30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—

Chatillon.....30%
Griffin's:
Complete'.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....30%
Red, Polished and Varnished...₱ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₱ doz.....$4.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....30%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 8 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's 25%
Seymour Smith & Son, Hammer, ₱ doz..... .....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$2.00@$2.10
Striped.....$2.15@$2.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '98.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $2.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10%

SIDEWALK—

Koehler's, Steel No. 7...₱ doz. $3.00

Screens—

DOORS—

Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....70%
Electric Spiral No. 01, ₱ doz. $4.00 net
Electric Spiral No. 02, ₱ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 2, $12.50%
Howard-Allard, low list.....50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin..... 65&10%
Jones Reversible Spiral No. 2, ₱ doz. $34.00, 50%

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Sargent & Co.'s:
No. 1 Forg. Blade..50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₱ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles..70&10%
No. 86.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....80&10%
Brass, Round Head.....75&10%
Bronze, Flat Head.....75&10%
Bronze, Round Head.....75%
Coppered, Flat Head.....85%
Coppered, Round Head.....80%
Drive Screws, Diamond Point.87½%
Iron, Bright Flat Head 87½%
Iron, Br't R'd & Oval Head.....85%
Nickel Plated, Iron Flat Head..82½%
Nickel Plated, Iron R'd Head..82½%
Silver Plated, Iron Flat Head..82½%
Silver Plated, Iron R'd Head..82½%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....80%
Hand Rail.....82½%
Lag Screws. List Jan. 30, 1895. 80&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ₱ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech. ₱ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25@30%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₱ Set.....$3.25
Surrey, No. 9, ₱ Set..... $2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs. ₱ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc. 60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1892.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....60@71½%
Pat. Cast Steel.....71½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel..... 5%
Sanderson's Cast Steel..... 5%
Stone's Cast Steel..... 6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw Cutters—

Enterprise.....2@70%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $30.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps.....
High Grade Snaps.....
Jockey Snaps.....
Derby Snaps..... } 45&2%

Soldering Irons—

Covert Mfg. Co.....35&2%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₱ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros. 40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅜, and ¾ inch, ₱ lb.....60@64c
Grand Crossing Tack Co. List: 75&10%

Steels—

Nichols Bros.:
Butcher 50%
Table 50%
Kitchen..... 5%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner .....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....35@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks .90&10@90&25%
Carpet Tacks:
American, Blued....90&30@90&40%
American, Tinned...90&30@90&40%
Swedes Iron Tacks:
S. S.....90&30@90&10%
Bill Posters' and Railroad Tacks:
S. S .....90&40@90&50%
Common and Patent Brads..70&10%
Finishing Nails.....80&25%
Gimp Tacks:
S. S .....90&50%
Hungarian Nails, Steel.....80&25%
Lace Tacks.....
S.S.....85&15%
Looking Glass Tacks.....75%
Trimmers' Tacks:
S. S .....90&30%
Trunk and Clout Nails:
Steel, Black.....80&25%
Steel, Tinned.....80&25%
Upholsterers' Tacks:
S S.....90&50%

MISCELLANEOUS—

Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $2.00
Bonnie Blue.....₱ box $1.00
Can Opener Carpet Tacks. ₱ gr $4.00
Dble. Point.90&10&10&10&10&10&10%
Hammer Carpet Tacks...₱ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net....$1
" " 2, " " ...1.50
Little Jack.....₱ doz. $1.00

Tapes, Measuring—

American Asses' Skin....40&10@50%
Leather Case.....25@2 &10%
Steel.....33⅓@40%
Chestermans.....25&2&5%
Keuffel & Esser Co, New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.85
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co:
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.98

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....30@25%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.00
Comb. Car., Wood Track....$3.00
Common 6 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.50
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₱ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$1.85
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, ₱ doz.$1.60
Floor Hooks, ¾ in. ₱ doz. .65
Floor Pulley, Wood Sheave, Fig. 486, ₱ doz.....$2.15
Hanging Hooks for Double Steel Track, ₱ doz..... .50
Hanging Hooks for Single Steel Track, ₱ doz..... .50
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₱ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₱ doz.$2.0

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Malleable Rafter Brackets, ₩ doz. .35
Nellis Fork, each. $1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes). $12.00
New Myers Iron Rod Car. $2.75
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track $3.25
Rope Hitch, ₩ doz. $1.75
Single rail Car, Single Steel T. $3.50
Single Rail Steel Track with clamps, ₩ ft. .09
Sprouts Shear Fork, each. $1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz. $1.50
Sure Grip Sling Car., Steel or Wood Track $6.00
Walker Fork, each. $1.15
Wrought Rafter Brackets, ₩ doz. .45

Transom Lifters—

Ajax. 50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent 70@7 &10%
Dicksons. 60%
Nickel Plated. 50&10%
Payson's Solid Grip, Nos. 303 and 304. ₩ 100, $13.00
Shaw's:
Copper Finished. 80&10%
Lever. 70@70&10%

Traps—

GAME—

Blake's Patent. 60@60&10%
Enterprise Mole. 15%
Newhouse. 50@50&10%
Oneida Pattern. 75&5@75&10%

MOUSE AND RAT—

Erie Rat. 40@40&10%
Hotchkiss:
Metallic Mouse, ₩ doz. 65c
Improved Rat. ₩ gross, $12.50
New Rat. ₩ gross, $12.50
Mouse, Bonanza. ₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ doz $2.50,15%
Mouse, Delusion. 40%
Mouse, Ideal. ₩ gr $9.00
Mouse, Round Wire, ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz. $15.00
Yankee Mouse Trap, ₩ doz. $5.50
Yankee Rat Trap, ₩ doz. $11.00
J. M. Mart Mfg. Co.:
Snap Shot, 2-Hole. ₩ gro., $4.00
Snap Shot, 4-Hole. ₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.25. ₩ gr. $13.50
Electric Rod. ₩ gr. $16.50
Globe. ₩ doz., $1.25; ₩ gr. $13.50
Harper. ₩ doz., $1.75; ₩ gr. $16.50

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Brade's Brick. 30%
Disston's:
Brick. 30%
Garden 40%
Plastering. 25%
Pointing. 30%
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Plastering. 25%
Pointing. 30%
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Brick. 40%
Plastering. 40%
Pointing. 40%
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Peace's Plastering. 25@25&5%
Richardson. 25@25&10%
"Rose" Brick Plastering and Moulders. 30@30& 10%
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Sargent's Garden, No. 15. 50%

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Enterprise Mfg. Co. 25%

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V. W. & W. 60%

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Fisher & Norris Double Screw 15&10%
Holland's. 40@40&10%
Howard's. 40&10%
Little Giant Bench. 25&10&5%
Lowell Hand. 33⅓%
Millers Falls, Mechanics'. net@10%
Millers Falls:
Oval Slide. 50&10@50&10&10%
Ball Clamp. 45@45&10%
Gravity. 10% net
Hand. 15@15&10%
Moore's. 20%
Parker's. 20@25%
Oval Slide. 50&10%
Victor. 30%
Prentiss. 20@25%
Sargents. 70&10%
Simpson's Adjustable. 40%
Stephens'. 25@30%
Trenton. 40&5@40&10%
V. W. & W. Parallel. 40&10%
Coach Makers. 4 &10%
Oval Slide. 50&10%

SAW FILERS—

Bonney's Nos. 2 & $15,00. 50&10%
Cincinnati. 50%
Stearn's Com., No. 0, 1, 2, and 3. 50%
Stearn's Rubber Jaw, Nos. 10 and 33. 33⅓%
Wentworth's. 40%

Vulcanizers—

National Cement & Rubber Mfg. Co
No 1 High Pressure Hot Air Vulcanizers. $ 8.00
No. 2 High Pressure Hot Water Vulcanizers. 12 00

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel. 45&2%
Lane's Steel. 30%

Washer Cutters—

Otis A. Smith's. 20&10&10%

Weed Extractors—

"Pastime". ₩ doz. $1.75 net

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Barnes Mfg. Co. 40%
Clayton's. 25&10%

Window Stop Adjusters—

Ives' New List. 40%
Taplin's "Perfection". 50%

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See Gauges.

Wire and Wire Goods—

Brass Wire. 20%
Bright Wire Goods, Standard list 90&10@90&2½
Cast Steel Wire. 50%
Copper Wire. 20%
Malin's Annealed and Tinned on Spools. 60&10%
Malin's Brass and Copper on Spools. 50%
Market Wire:
Brt. & Ann., Nos. 0 to 18. 80&10@80&10&10%
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Galv., Nos. 0 to 18. 80&10%
Tin'd, Tinned list Nos. 0 to 18. 75&10%
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Wire Cloth, Netting, &c.—

Galvanized Wire Netting 80&15@80&20%
Painted Screen Cloth good quality, ₩ 100 sq. ft. $1.00@$1.10

Wire Rope—

List.
Cast-steel. 2½&2½&2% cash
Iron. 20&2½&2% cash
Iron, Galvanized. 20&2½&2% cash

Wire Rope Clips—

Crosby. 25%

Wire Stretchers—

W. C. Heller's Grip. ₩ doz. $1.00

Wrenches—

Agricultural. 80@80&10%
Aiken's Pocket (Bright). $2.00@3.00
Alligator. 70%
Armstrong's. 40%
Baxter's. 65&10@70%
Bemis & Call's:
Brigg's Pattern. 30&10%
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No. 3 Pipe, Bright. 55%
Patent Combination Black. 40&10%
Patent Combination Bright. 40&10%
Boardman's. 30@35%
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Standard Brace. 15@15&10%
Coes':
Genuine. 40&10&5&5&5%
"Mechanics'." 40&10&10 &5&5&2
Donohue's Engineer. 40&10
Eagle Pipe. 50&10%
Stillson Pipe. 45%
Taylor Pipe and Nut. 40%
Trimo Combination. 40%
Trimo Pipe. 50&10%
Acme. 60@60&10%
Always Ready. 35@40&10
Bull Dog. 60&10%
Hercules. 70&10@70%
J. H. Williams & Co. 55%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1896, 25
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894. 25
National Wringer & Mfg. Co., list Jan. 1, 1896. 25
Peerless Mfg. Co., list Feb., 1892. 25
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels. ₩ gallon. 43c
Linseed, City, Boiled, in barrels ₩ gallon. 44c
Out of Town on Spot. ₩ gal. 42c
Calcutta, Raw, in bbls. ₩ gal. 54c
Lard, Prime City. ₩ gal. 47@48c
Extra, No. 1. 36@38c
No. 1. 30@35c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $20.00@$21.00
Barytes, American Floated, ₩ ton $18.00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ lb. 5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ lb net. @6¼
In lots of 500 pounds and over, ₩ lb. 5¼@5¾c
White Lead, Foreign, in Oil, ₩ lb 8½@9c
Litharge, Kegs, ₩ lb. 5½@6c
Zinc, American, Dry, ₩ lb. 4½@5c

Putty—

In bbls. and half bbls. 1¾@1¾
Putty in Bladders. 1⅞@2
Putty in Tins. 2@2¼

Spirits Turpentine—

In regular bbls. 47 @48c
In machine bbls. 46½@—c

Dry Colors—

Blue, Chinese	₩ lb	20 @25
Blue, Prussian	₩ lb	29 @33
Blue, Ultramarine	₩ lb	6 @20
Sienna, Italian, burnt & powdered	₩ lb	4½@10 c
Sienna, Italian, raw & powdered	₩ lb	3 @7 c
Umber, Turkey, burnt	₩ lb	2½@3½c
Umber, Turkey, raw	₩ lb	3½@3½c
Green, Chrome, Ordinary	₩ lb	4 @11 c
Green, Paris, in bulk,	₩ lb	15@17c
Indian Red, American	₩ lb	2½@ 3 c
Indian Red, English	₩ lb	4½@5½

Colors in Oil—

Black Lampblack, Best	₩ lb	13 @15 c
Black Lampblack, common	₩ lb	7 @ 10 c
Blue, Chinese	₩ lb	35 @40 c
Blue, Prussian	₩ lb	25 @25 c
Blue, Ultramarine	₩ lb	16 @20 c
Sienna, bur't	₩ lb	14 @18 c
Sienna, raw	₩ lb	14 @18 c
Umber, burnt	₩ lb	12 @18 c
Umber raw	₩ lb	12 @16 c
Brown, Vandyke	₩	12 @18 c

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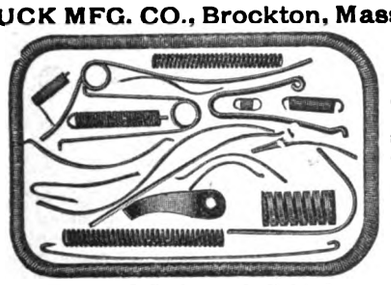
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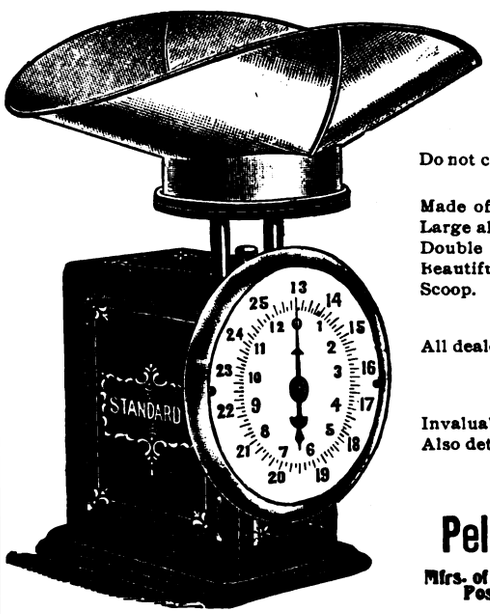
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25 pounds by ounces.

Do not confuse the **"STANDARD"** with inferior scales.

Made of Steel throughout, no castings to break. Large aluminum dial, nickel rim, black figures. Double upright steel supports, insuring accuracy. Beautifully japanned and striped. Large polished Scoop. . . . . .

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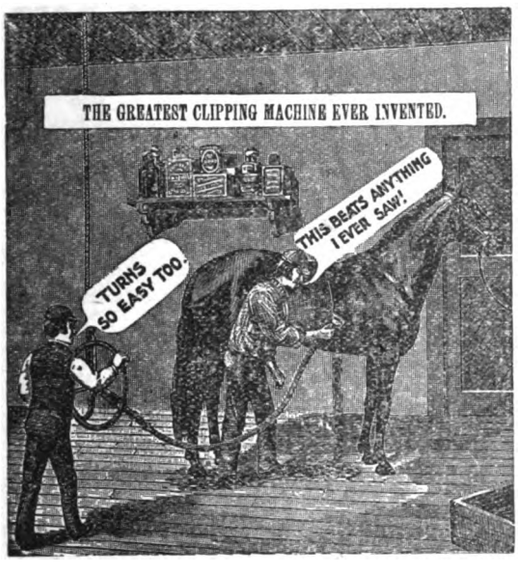
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Also detects errors in weight of purchases. . . .

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Mfrs. of Reliable Family, Counter, Postal and Candy Scales. **CHICAGO.**



"The NEW '98 CHICAGO CLIPPER"

"Famous the world over." Retails at $8.75.

Patented in United States, Canada, England, France, Germany and Russia. All records were broken with this Clipper by clipping a horse complete in 14 minutes. Weight of machine only 35 pounds. All Hardwaremen can sell them in place of the old fashioned two-hand Clippers. Get posted.

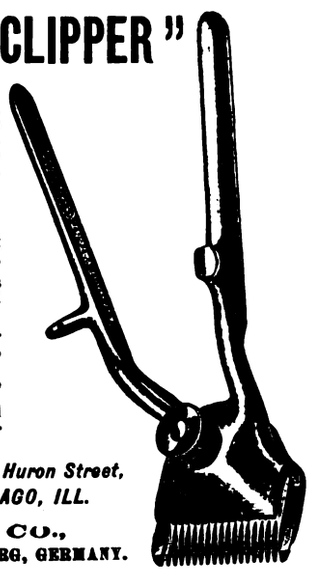
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FOR CISTERNS.



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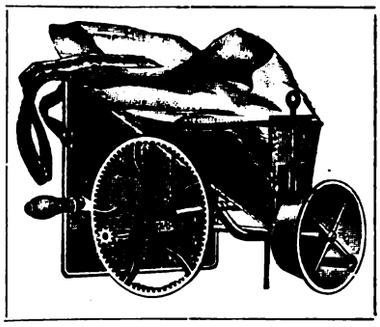


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Judge Townsend of United States Court has just granted an accounting and

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against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

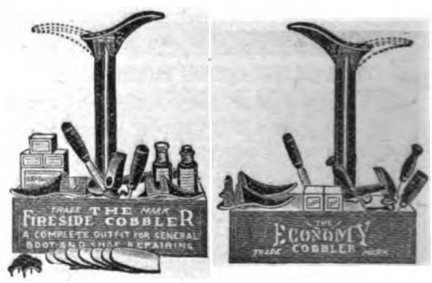
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Every Family Wants One.

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BUSH HOOKS.

Axe Eye.
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2 Ring.
1 Ring with cutter.
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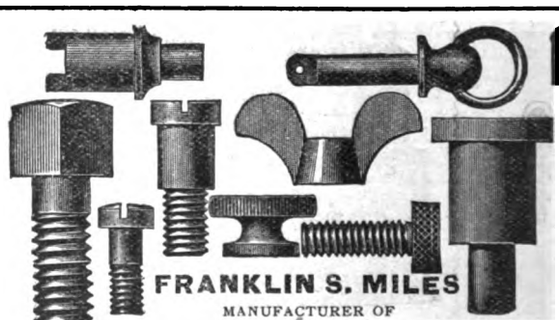


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John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.

Butts.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.

Cabinets.
Fox Cutlery Co., Hoboken, N. J.

Calipers.
Alfred Field & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.
Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers.
F. E. Myers & Bro., Ashland, Ohio.

Casters.
Allerton-Clarke Co., New York.

Cement.
National Cement & Rubber Co., Toledo, Ohio.

Chains.
Bridgeport Chain Co., Bridgeport, Conn
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H

Chisels.
Underhill, Clinch & Co., New York.

Chucks.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clay Screens.
Harrington & King Perforating Co., Chicago.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago, Ill.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Coal Screens.
Edward Darby & Sons, Phila., Pa.
Harrington & King Perforating Co., Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper Cut Nails.
Salem Nail Co., New York.

Copper, Perforated.
Harrington & King Perforating Co., Chicago.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Countersinks.
H. H. Mayhew Co., Shelburne Falls, Mass.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

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Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Fox Cutlery Co., Hoboken, N. J.
Goodell Co., Antrim, N. H.
R. Heinisch's Sons Co., Newark, N. J.
E. S. Hulbert & Co., Bernardston, Mass.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Selner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Troy Nickel Works, Albany, N. Y.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Norton Door Check & Spring Co., Boston, Mass.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
John Toler, Sons & Co., Newark, N. J.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Alfred Field & Co., New York.
Goodell Bros. Co., Greenfield, Mass.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dust Beaters.

Planet Mfg. Co., Springfield, Mass.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.
Partrick, Carter & Wilkins, Philadelphia.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Elevator Screens and Guards.

Harrington & King Perforating Co., Chicago.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enamel.

National Cement & Rubber Mfg. Co., Toledo.

Enameline.

J. L. Prescott & Co., New York.

Enameling Ovens.

National Cement & Rubber Mfg. Co., Toledo, Ohio.

Engravers.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co., Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York.

Farming Tools.

E. P. Bellows Agricultural Co., New York
Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
National Specialty Mfg. Co., Philadelphia, Pa.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Nicholson File Co., Providence, R. I.
Sickels & Nutting Co., New York.

Filters.

J. H. Seed, New York.

Fire Pots.

Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

E. P. Bellows Agricultural Co., New York.
F. E. Carpenter, New York.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Ulrich Mfg. Co., Rock Falls, Ill.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N. Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co, Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.

F. E. Carpenter, New York.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.
Ulrich Mfg. Co., Rock Falls, Ill.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
Darling, Brown & Sharpe, Providence, R. I.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Browne & Manefield, New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia
Charles Millar & Son, Utica, N. Y.
National Specialty Mfg. Co., Philadelphia.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
W. W. Pryor Hardware Co., New York.
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Ulrich Mfg. Co., Rock Falls, Ill.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Cutters.

E. P. Bellows Agricultural Co., New York.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters.

Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg. Co. Buffalo N. Y.
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Hoops.

Weaver, Palmer & Richmond, Rochester, N. Y.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Iron, Perforated.

Harrington & King Perforating Co., Chicago.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Philadelphia Lawn Mower Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metals, Perforated.

Harrington & King Perforating Co., Chicago.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mining Screens.

Harrington & King Perforating Co., Chicago.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Alder & Boyd, New York.
Maltby Henley Co., New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Office Railings

Edward Darby & Sons, Philadelphia.

Oils.

Dean Linseed Oil Co., New York.
National Cement & Rubber Mfg. Co., Toledo, Ohio.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.

Harrington & King Perforating Co., Chicago.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

Goodell Bros. Co., Greenfield, Mass.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works Albany, N. Y

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Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish.

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

Alder & Boyd, New York.
The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Boston & Lockport Block Co. Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razor Strops.

William A. Shull, Philadelphia.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.
Monarch Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

Reels.

John Sommer's Son, Newark, N.J

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Harrington & King Perforating Co., Chicago.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
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Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

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Alfred Field & Co., New York.
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Harrington & King Perforating Co., Chicago.

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Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

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Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

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Holmes & Edwards Silver Co., Bridgeport Conn.
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See Trucks, Stove.

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ALPHABETICAL INDEX TO ADVERTISERS.

A

Allerton-Clarke Co 37
A. P. W. Paper Co..... 4
American Ring Co.....11
American Shearer Mfg. Co.....48
Ames Sword Co..... 2
Arcade File Works.....37
Arcade Mfg. Co..... 2
Armstrong Mfg. Co.....14
Atkins (E. C.) & Co.....46
Atlas Bo't & Screw Co 68
Atlas Mfg. Co..... 1
Ausable Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 5
Bardsley Jos.....45
Barnes (Wallace) Co..... 41
Barnett (G. & H.) Co.....68
Barrett, W. L..... 1
Bellows (E. P.) Agricultural Co...67
Berger Bros Co.....14
Berger, L. D..... 4
Bicycle Step Ladder Co.....44
Bissell Carpet Sweeper Co.....35
Boardman (Luther) & Son..... 7
Bommer Bros.....68
Boston & Lockport Block Co.....10
Brass Goods Mfg. Co 60
Browne & Mansfield.....41
Bruce & Cook 17
Bryan Mfg. Co..... 4
Burr Mfg. Co.....17

C

Calcium King Lamp Co.....39
Capewell Horse Nail Co.....68
Carpenter (F. E.).....39
Cary Mfg. Co.....50
Champion Safety Lock Co.....39
Chadborn & Coldwell Mfg. Co.... 8
Champion Steel Range Co.....39
Chatillon (John) & Sons..... ... 6
Chicago Flexible Shaft Co.....59
Clark & Cowles..... 5
Cleveland Stone Co..... 7
Cleveland Twist Drill Co.....68
Clinton Wire Cloth Co.....67
Clipper Lawn Mower Co..... 2
Coates Clipper Mfg. Co.....10
Codling Mfg Co.....13
Coes Wrench Co..... 7
Conroy (P. J.) Co.....44
Contractors' Plant Mfg. Co..... 1
Cooney, Seiner & Co.....59
Covert Mfg. Co.....11
Cronk Hanger Co.....16
Cushman & Denison.....35

D

Dangler Stove & Mfg. Co.....34
Darby (Edward) & Sons 67
Dean Linseed Oil Co.....48
Diamond Hardware Co.....45
Dickinson, Thos. L.....43
Disston (Henry) & Sons..... 5
Divine Bros..... 3
Dixon (Jos.) Crucible Co..... 5
Dunbar Bros.....45
Du Pont (E. I.) de Nemours & Co. 8

E

Eclipse Refrigerator Works.....46
Edgar Mfg. Co. 46
Ellis & Helfenberger.....48
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co 43

F

Field (Alfred) & Co.....44
Fitch (W. & E. T.) Co..... 1
Folding Paper Box Co.....58
Fox Cutlery Co.....10
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co. 67
Gillespie (Chas. H.) & Sons..... 5
Gloekler, Bernard.....47
Goldberg, C. H. & E. S.....13
Goodall Bros. Co.....32
Goodell Co.....60
Goshen Sweeper Co,.....39
Gould Packing Co..... 39
Graham (John H.) & Co.....15

H

Hanson & Van Winkle Co..... 2
Hardwaremen's Exchange.....48
Hardware Publishing Co.....36
Harrington & King Perforating Co.....68
Harrington & Richardson Arms Co..... 8
Hartley & Graham..... 1
Heinisch's (R.) Sons Co.....60
Heller (W. C.) & Co.....14
Hill (N. N.) Brass Co.....50
Holmes & Edwards Silver Co.....44
Holroyd & Co..... 7
Howard Iron Works.....47
Hulbert (E. S.) & Co.....45

I

Iowa Farming Tool Co.....45
Ives (H. B.) & Co.....45

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg Co.....50
Johnson's (Iver) Arms & Cycle Works.....35
Jones (L. M.) Co..... 9

K

Kearney & Foot Co.....39
Keuffel & Esser Co..... 9
Kilbourne & Jacobs Mfg. Co.....34
Kimball Bros.....14
Kohler (F. E.) & Co..... 4

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....31
Lancaster Machine & Knife W'ks.10
Lane Brothers Co..... 2
Leonhardt & Co..... 8
Litchfield J. M.....59
Loeb & Co.....41

M

Magnolia Metal Co..... 1
Maltby Henley Co 47
Martin, James F.....48
Mast, (J. M.) Mfg. Co.....17
Mayhew (H. H.) Co..... ...33
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S.....60
Millar (Chas.) & Son.....48
Miller & Van Winkle..... 1
Morrill, Charles.....13
Mugford, A..... 1
Myers (F. E.) & Bro.....17

N

National Cement & Rubber Mfg. Co.....59
National Saw Co.....10
New Departure Bell Co.....48
N. J. Car Spring & Rubber Co.....47
New Jersey Wire Cloth Co.....65
New York Stamping Co..... 4
Niagara Paper Mills..... 2
Nicholson File Co..... 8
Niles Mfg. Co 2
North Bros. Mfg. Co.....43
Norton Door Check & Spring Co..13

P

Parry Mfg. Co.....68
Pastime Lawn Mower Co..... 9
Partrick, Carter & Wilkins.....50
Peck (Fred W.) & Co..... 60
Pelouze Scale & Mfg. Co..... 59
Pennsylvania Wire Works.....67
Philadelphia Commercial Museum..... 2
Philadelphia Lawn Mower Co.... 9
Phillips (A. J.) Co.....15
Pike Mfg. Co.....41
Planet Mfg. Co.....67
Plume & Atwood Mfg. Co.....41
Porter Screen Mfg. Co.....10
Prescott (J. L.) & Co..... 1
Pryor (W. W.) Hardware Co..... 7
Putnam Nail Co..... 11

Q

Quincy Hardware Mfg. Co..... 1

R

Reading Hardware Co.....10
Robertson, Arthur R.....19
Rodgers (Joseph) & Sons 44
Rogers (Wm.) Mfg. Co.....44
Rolfe, I..... 5
Root Bros. Co.....43
Root Bros. Co..... 60
Russell & Erwin Mfg. Co.....18

S

Salem Nail Co.....47
Samson Cordage Works..... 1
Sargent & Co.....41
Scranton (The) & Co.. 1
Sedgwick Machine Works.....14
Seed, J. H..... 4
Seed (J. H.).....43
Skull, Wm. A.....13
Sickels & Nutting Co.....43
Silver Mfg. Co.....45
Smith & Egge Mfg. Co.....18
Sommer's (John) Son.....66
Smith (Wm. G.) & Co..... 4
Standard Co.....60
Standard Tool Co..... 1
Stanley Rule & Level Co.....35
Stanley Works..... 1
Stebbins, Chas. J..... 3
Stevens (J.) Arms & Tool Co..... 7
Steward & Romaine Mfg. Co 43
Stimpson (Edwin B.) & Son.....66
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....41
Sudlow, John W.....11
Sweeney (W. H.) Mfg. Co.....11

T

Tie Co..... 1
Toler (John) Sons & Co..... 3
Tower & Lyon.....12
Townsend, C. C. & E. P.....43
Troy Nickel Works.....58
Tryon (Edw. K. Jr.) & Co.....43
Tuck Mfg. Co.....59

U

Ulrich Mfg. Co..... 3
Underhill, Clinch & Co..... 9
Underhill, Clinch & Co.....60
Union Hardware Co.....12
Union Metallic Cartridge Co..... 1

V

Van Wagoner & Williams Hdw. Co.....63
Voigt, Starr & Co..... 5

W

Warren (J. D.) Mfg. Co.....12
Waterbury Brass Co.....45
Weaver, Palmer & Richmond....43
Welch (T. F.) Mfg. Co.....67
Wells, Heber.....10
Wiley & Russell Mfg. Co.....39
Williamson W. N. Co..... 7
Wright & Colton Wire Cloth Co..67

Y

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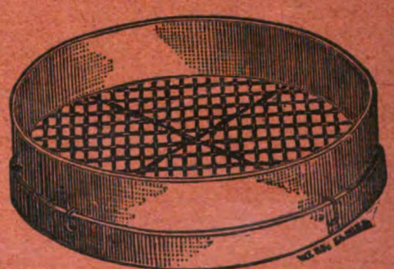
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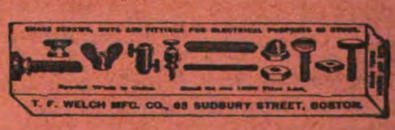


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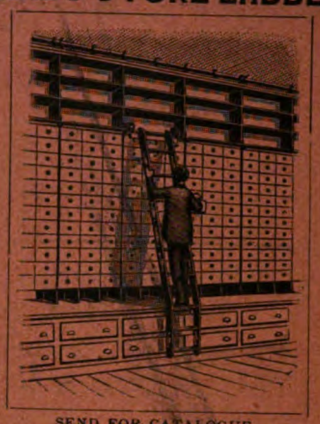
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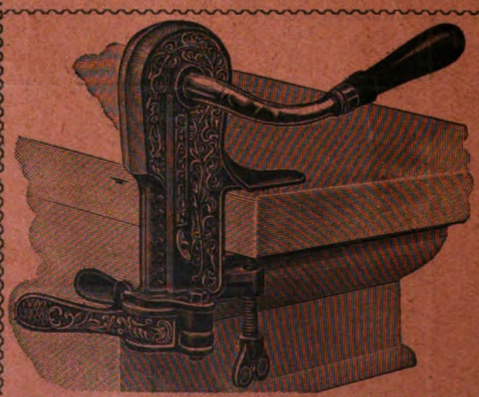
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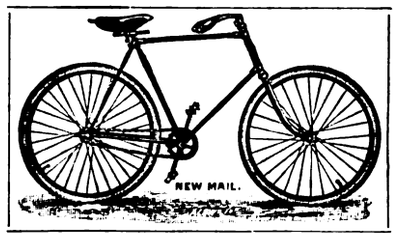
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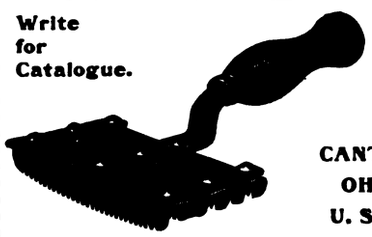
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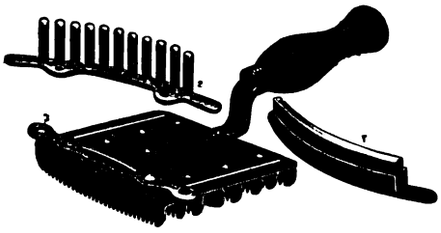
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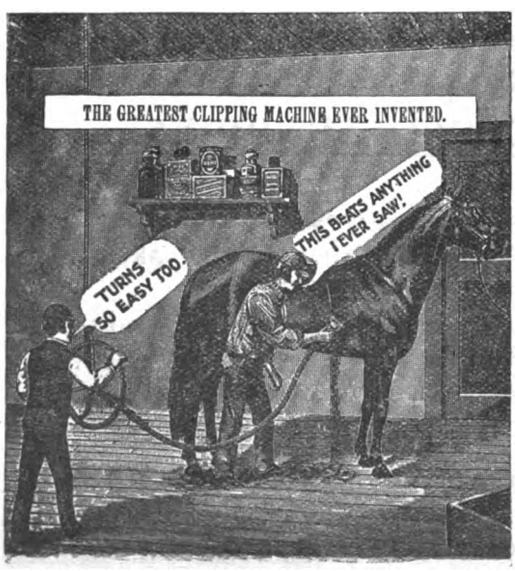
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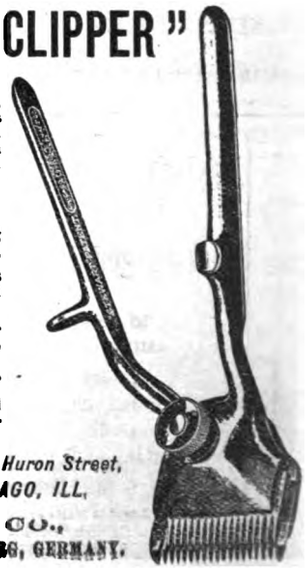
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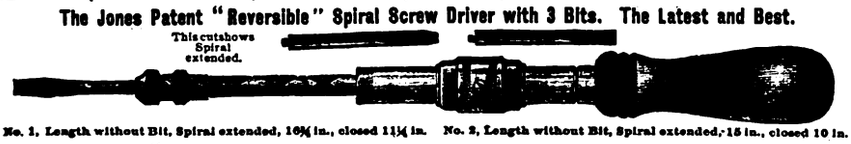
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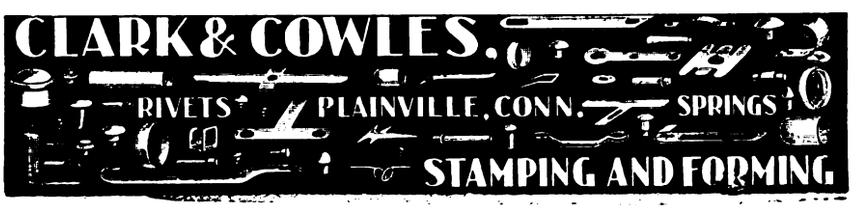
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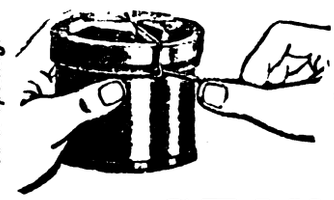
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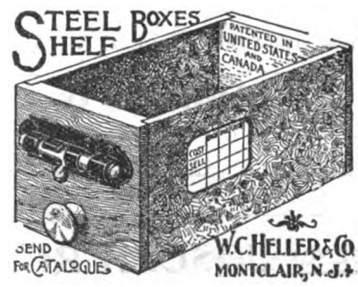
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93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

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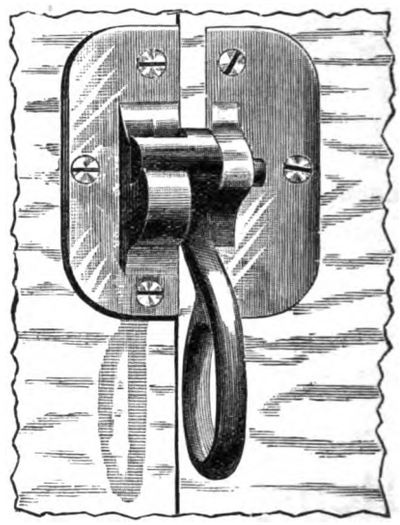
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COATES CLIPPER MFG. CO. }
ELEY BROS., LIMITED, CAPS, WADS, CARTRIDGE CASES, ETC.
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The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



Manufactured and sold to the trade by

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Beware of Infringements. Paschall, Phila.

The Chicago Rolling Ladder

Especially Adapted for Hardware Stores.



THE CHICAGO ROLLING LADDER.

The first requisite for a store ladder is ease of operation. The Chicago is the only ladder of the style shown above that does work easily. If you would save one-half your labor, fit your store up with either the Chicago or Bicycle Step Ladder system. Write for Catalogue illustrating our 4 distinct ladder systems to

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California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
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STEVENS RIFLES

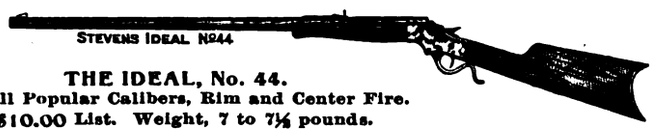
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List from $6.00 to $9.00
In 22, 25 and 32 Calibers. Rim Fire.



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In all Popular Calibers, Rim and Center Fire.
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CORRESPONDENCE WITH TRADE SOLICITED.

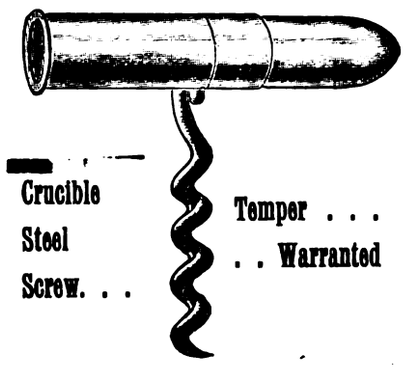
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Cartridge Cork Screw

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"DEWEY'S SLUG."

Gold Plated Body,
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Crucible Steel Screw. . .

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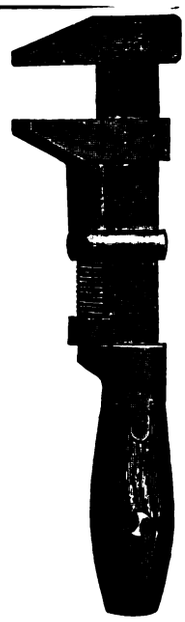
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Genuine Improved

KNIFE HANDLE

PATENT

Screw Wrenches.



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WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

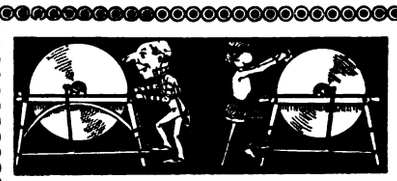
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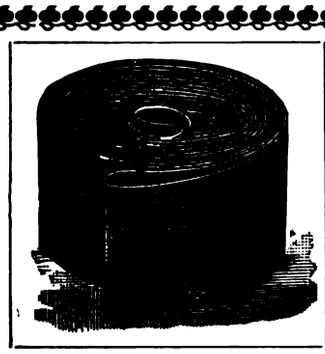
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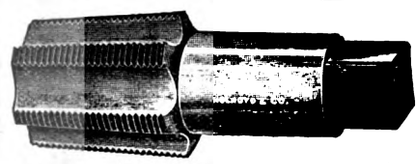
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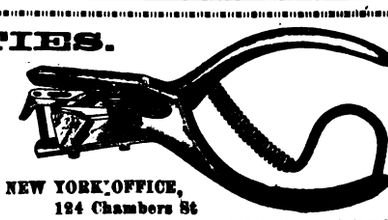
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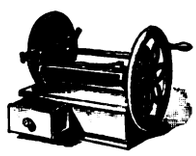


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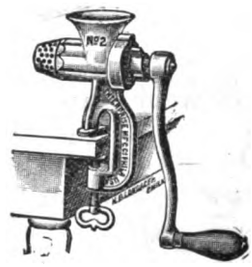

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Always Sharp! No Slipping of the Horse!
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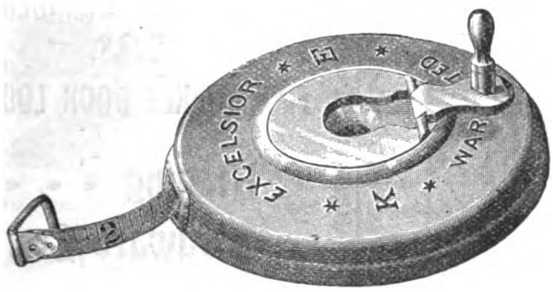
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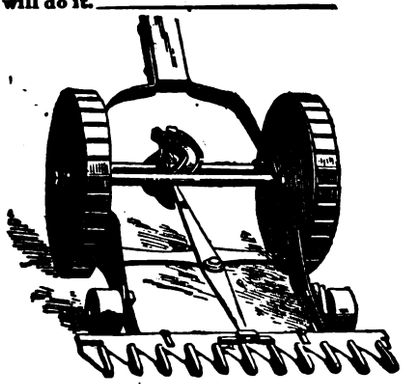
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That will Kill all the Weeds in your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. The Clipper will do it.

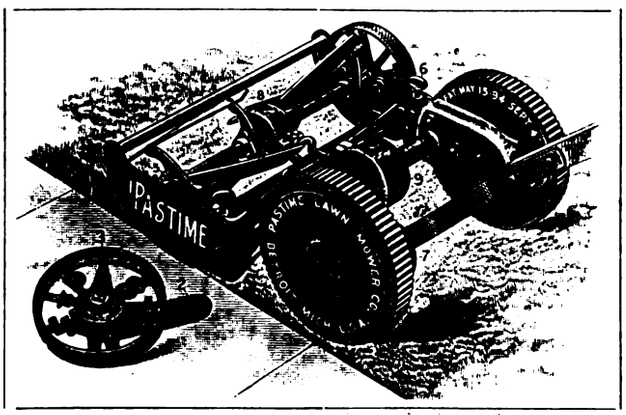


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Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

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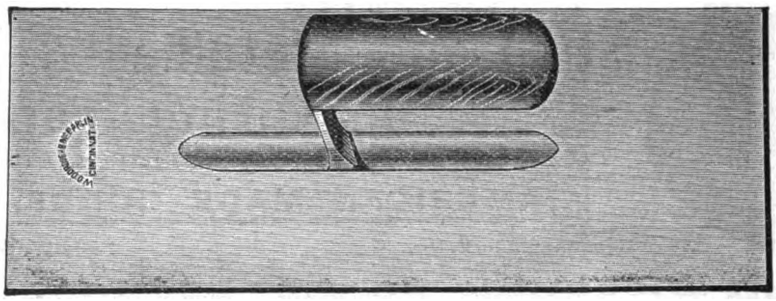
N. B.—We have the best Weed Extractor in the market.

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THE ONLY ORIGINAL

WOODROUGH & McPARLIN (CINCINNATI) PLASTERING TROWEL

——IS MFD. BY——

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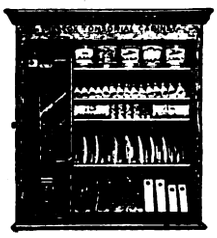
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FINE BIT-KEY DOOR LOCKS.

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SCREEN HARDWARE,
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ETC.

"FOX TONSORIAL CABINETS."



This cabinet is designed by us to assist the dealer in keeping a selected supply of goods used in shaving, constantly displayed before his customers in an *attractive way* thereby increasing his sales in a profitable line. . . . . .

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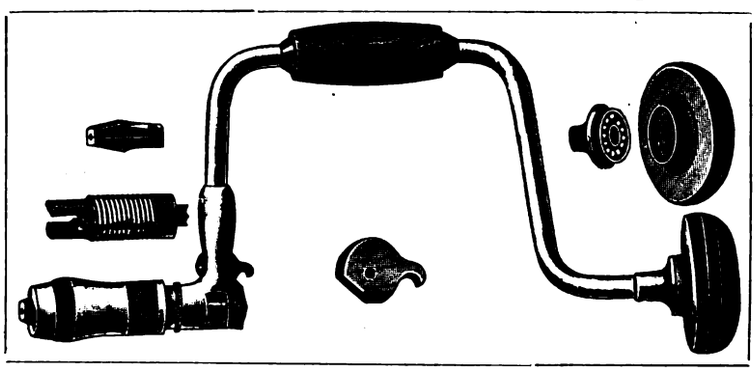
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MAKERS OF
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ALL KINDS UNDER THE
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Power Clippers, both hand & mechanical.
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The best made.

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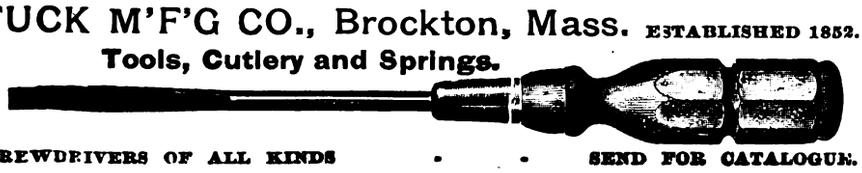
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ALLERTON-CLARKE CO., Sole Agents,
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MANUFACTURERS OF
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Catalogue Free. BURLINGTON, VT.

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Household Specialty.

A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the **Dandy Sink Cleaner** on Sight. . . . . .

TRY IT AND BE CONVINCED.

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THE W. H. SWEENEY MANUFACTURING CO.

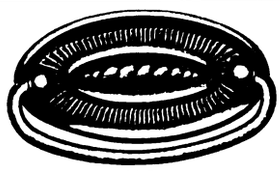
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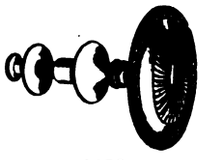
American Ring Co.,

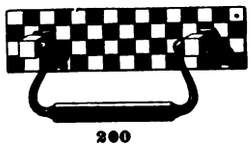
Waterbury, Conn.

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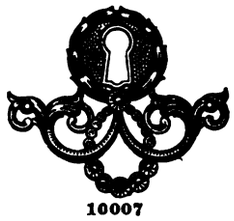
Brass Trimmings for Furniture and Interior Cabinet Work, Curtain Pole Trimmings, Brass Headed Upholstery Nails, Brass Ferrules and Curtain Rings.


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1439


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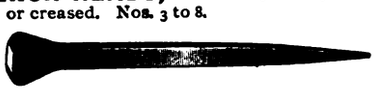

5042 Left Hand
5043 Right Hand


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FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.


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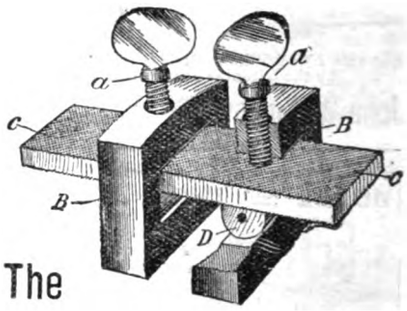


UNION CLUB SKATE.

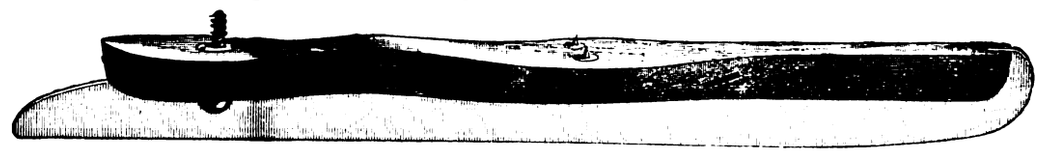




HOCKEY SKATES.



The Union Skate Sharpener.



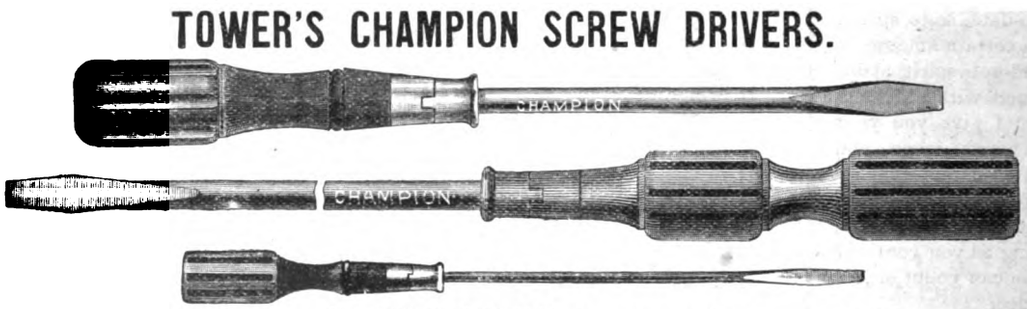
DONOGHUE RACING SKATE.

MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

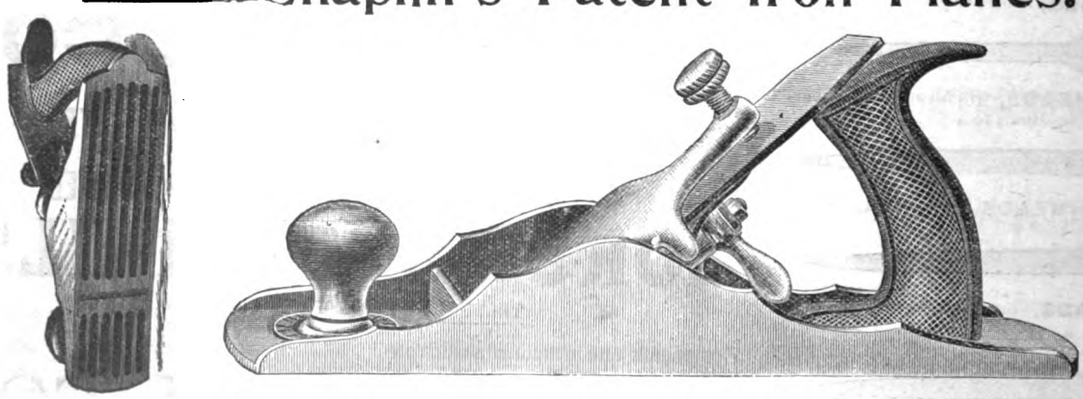
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TOWER'S CHAMPION SCREW DRIVERS.



See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.





Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

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Expert Designers Hardware Shelving and correct arrangement of stock

MANUFACTURERS OF Warren's Patent Hardware Sectional Shelving, Drawers, Screw and Bolt Cases, etc. Shipped to all parts of the world



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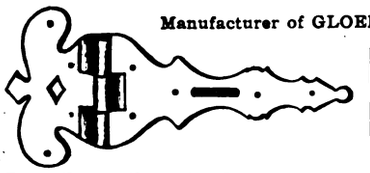
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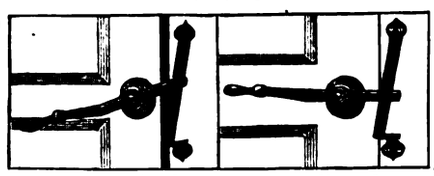
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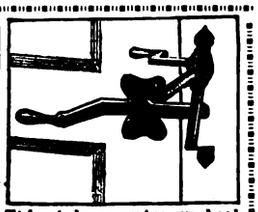
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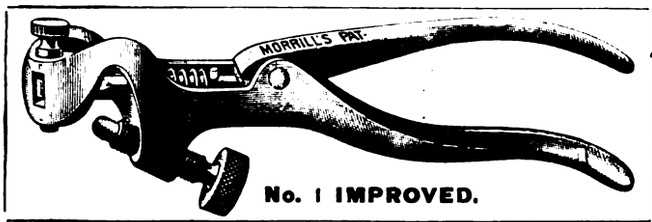
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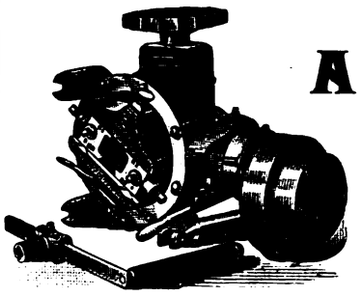
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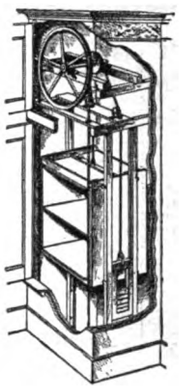
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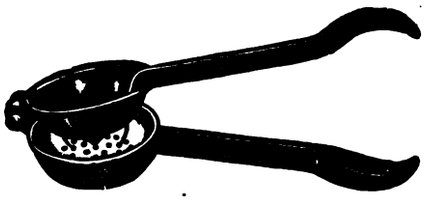
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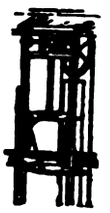
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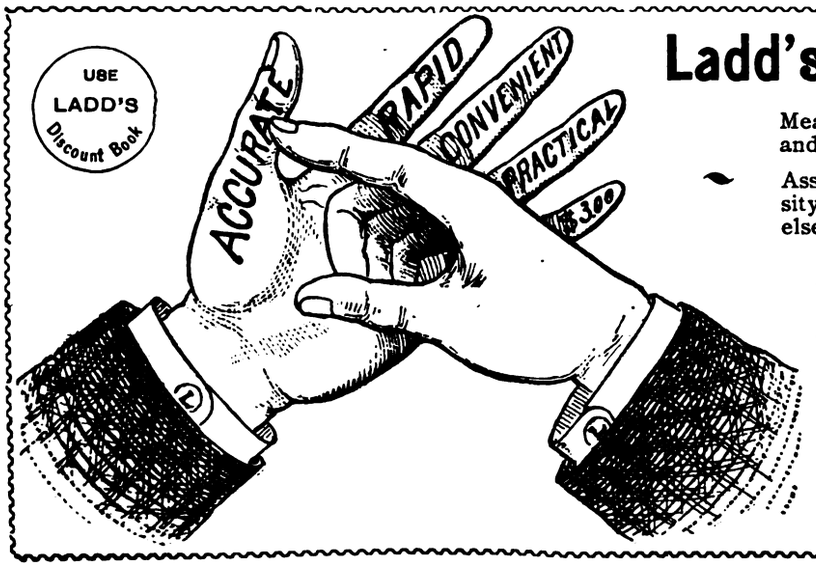
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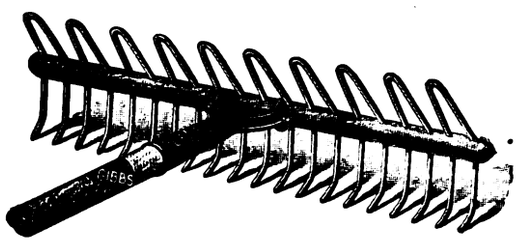
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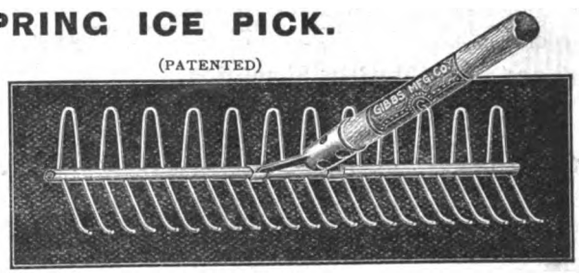


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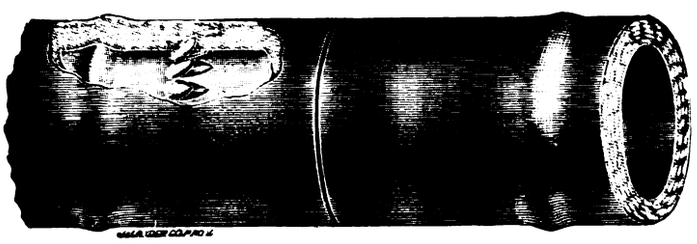
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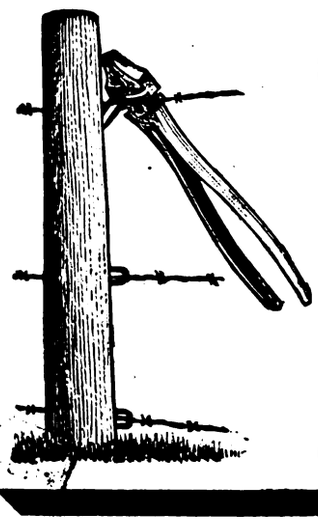


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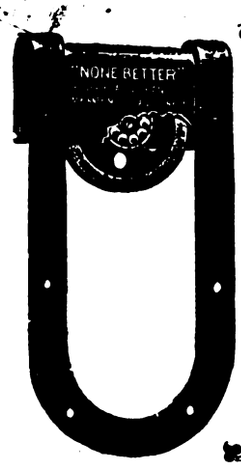
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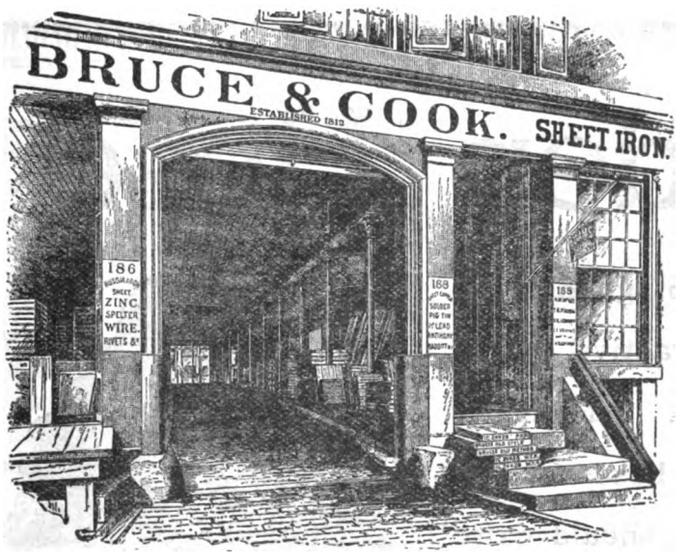
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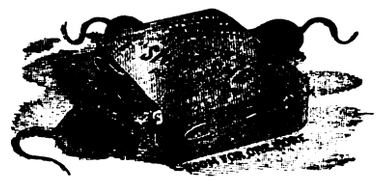
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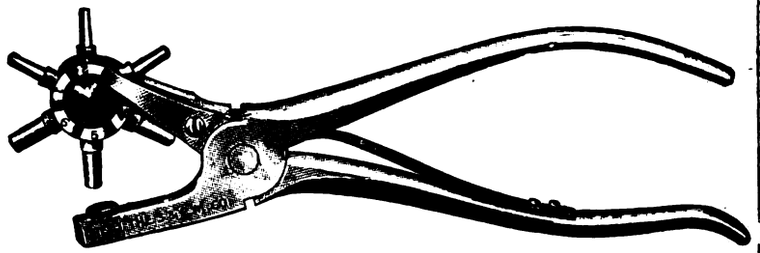
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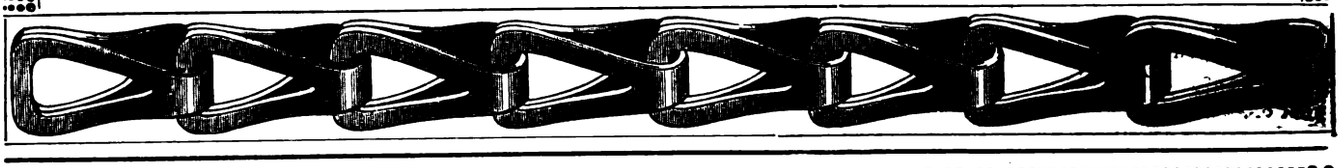
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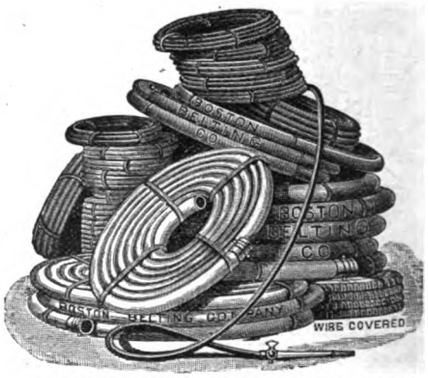
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HARDWARE

VOL. XVIII MARCH 25, 1899. NO. 12.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the

HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

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Editorial Trade Review.

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If sales are made, as many fear, based on cost alone, at what prices will they be had in the market when present overgrown stocks are exhausted? Will the manufacturer insist upon any such prices as he considers the current quotations sufficiently indicate? With an unexpected scarcity of material confronting the manufacturer, over-production is tolerably well held in check, for the delivery of orders in hand will need to be well distributed to keep all his patrons in a fairly happy frame of mind, and no one concern may find the complete delivery of all the requirements until the season is nearing its end.

How long can the conditions now confronting the industry be expected to last? A reluctance to purchase at 50 and 100 per cent. advances may be a prevailing feature later in the season, conditions like these being too abnormal to take to generously, when the present sellers again become buyers. This feeling has been behind many speculative purchases of staple lines, and will be all the more difficult to reconcile after these unusual stocks have passed into the hands of the retailer and consumer.

That the prices of the past will speedily become memories only, there can be but little doubt. The country has seemingly renewed its industrial vitality and the impetus given to trade requirements, not only at home, but also abroad, indicates long years of prosperity ahead if the cupidity of the manufacturers through controlling trust influences does not become so exacting as to kill the proverbial goose that lays the golden egg.

By reference to our trade letters from various parts of the country, many of the questions now agitating the relations existing between the jobbers and the manufacturers, will be found in detail; also the increasing sales made as compared with previous years, notwithstanding the new prices militate to some extent against large purchases of goods already quoted at big advances. Trade reports are excellent, and collections generally are better than in years, for spring settlements.

A School for Salesmen.

Hardware has been congratulated from many sources, and has also congratulated itself, upon having furnished in the articles which have recently appeared in this journal under the heading of "The Salesmen's Department," a series of the most able and helpful contributions to Hardware literature which have ever been placed upon record. The author of these papers, Charles W. Emery, of Indianapolis, Ind. has demonstrated himself as thoroughly competent in every respect for the founding of a school of instruction for salesmen—for such these articles have proved themselves to be. He has had wide experience as manager of a department of this character, and has studied the question from every standpoint, and especially that of practical knowledge, and has a thoroughness, a genius for organization, and an executive ability, enabling him to carry his ideas into the completed work of business life. The papers were read before the National Hardware Association, in November last, and were commended in the highest degree, the Association practically placing itself upon record in endorsement of these papers, as a text-book for the learner in the art of selling goods. We feel that not only the readers of *Hardware*, but the entire trade, are under obligations to Mr. Emery for this work, which certainly should be placed in book form as a permanent contribution to the literature of the trade.

Corporate Propulsion.

Constantly increasing industrial trusts, the capital stocks of which represent anywhere from twenty to one hundred millions each, are making many of our extremely conservative financiers nervously apprehensive. These trusts have multiplied rapidly in such lines as are analogous to Hardware and iron and steel production, from the ease by which they can be promoted under conditions now governing the market. The fact that bonus stocks, immediately they are listed in the stock market reach unexampled figures not dreamed of in the preliminary canvassing of possibilities, forms an unanswerable argument that proves too tempting to old conservative companies. Many of such investors have never looked upon the wine of speculation when it is read on the tape of the ticker or in the financial columns.

Whether an ability will be found beyond the pros-

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perous outlook to keep these large issues of stock alive by prospective dividends, remains to be seen after a year or two have passed, but for the time being everything seems "smooth and serene and altogether too lovely."

Present Conditions.

While it may safely be acknowledged that the position of a large Hardware buyer at the present time is scarcely a happy one, the promises held out by current opportunities intoxicates his judgment by alluring dreams of a future profit. Iron and wire products have advanced so abnormally and so repeatedly that the fears which have pervaded one week, that manufacturers were imposing upon the good-natured credulity of the anxious jobber, become subject the following week for critical comment and serious regret, in the face of new advances more revolutionary as to precedents than any previous changes.

Advances of such extravagant expectations leave the present race of buyers with no established records or precedents with which they are familiar and by which they can judge a safe course of action. In the days of greenback inflation of 1863 and 1864, such things were possible as a well defined wonder when it would all end; which it did with a vengeance at a later date, when, with a thud, products assumed conditions of costs which admitted of no nonsense and left some concerns out of business.

It remains to be seen whether under the advantages gained by trusts and combinations controlling outputs and prices, the markets can be managed with equal justice to all trade interests. The groundwork for industrial expansion no doubt is in the cheapness with which money can be procured; and the fact that but small interest is obtainable on hoarded savings, has made stock speculation present temptations impossible to shun, and made it easy to market industrial securities which, if the bottom facts were sifted, would seem to have but little foundation in the way of real security, if in the future a wave of financial uncertainty should sweep over the country. The firms who avoid the speculative temptation to buy a year's stock for a three months' business, will know hours of ease and content before the year closes, denied to the houses which act to the contrary; houses that see big dividends accruing from larger contracts than their business demands, which later in the season may have to be marketed at unsettling prices, in order to provide the wherewithal to meet the demands of the manufacturers who favored them.

A movement is on foot for the creation of an association among the retail Hardware merchants of North Carolina. Active steps in this direction have been taken by McG. Holliday, of the Dunn Furniture & Hardware Co., Dunn, N.C. It is proposed that a meeting shall be held in Wrightsville some time in July for the purpose of getting things into shape. The movement is a most commendable one, and if the Hardware dealers of North Carolina act with their usual enterprise, the association will be fully launched between now and the coming fall.

An excess of credit is oftentimes not only a resistless motive to a dishonest failure, but also a factor in forcing an unwilling failure. To confine credit to boundaries established by actual needs is one of the best safeguards to debtor and creditor alike.—*F. R. Boocock.*

The Ohio Hardware Association.

True to their record for enterprise, the officers of the Ohio Hardware Association have published in full the proceedings of the fifth annual convention held in Toledo, on February 22–23, 1899. This contains not only these proceedings, but a list of the officers and the dealers represented in this convention, making a most formidable and valuable showing. In reference to this attendance, the following quotation from the report of the secretory, John F. Baker, will be of interest, showing as it does the position taken by the officers, and the loyal support that is tendered by the Association: "Appended hereto is a list of the dealers who were represented at all of the sessions. A glance at the names will show them to be the active and progressive Hardware dealers of the State. Surely, there must be something in an association of business men that should appeal to the dealers of Ohio, who are not members. The discussion of trade topics, the interchange of ideas, coupled with a large acquaintance and the fellowship that exists between our members, all these, must in some degree, tend to moderate the sharp competition that usually exists between dealers, and in its place, beget a fraternal spirit that ought to prevail. An earnest invitation has been extended to the trade of Ohio to join our Association. The secretary, in his annual report for 1899, referring to the results that had been accomplished, said: 'If the Hardware dealers of our State could but know the value of an organization, which in its very nature is bound to be a guardian of their rights, they would quickly come forward and join us, thus protecting themselves and strengthening the Association.'"

In Memory of the Late Charles Daly.

At a recent meeting of the board of governors of the Hardware Club of New York, a special committee was appointed to draft resolutions in honor of the memory of the late Charles Daly, who had faithfully served as a member of the board of governors from the very beginning, until March, 1898, when he declined a renomination. This committee consisted of Messrs. Eugene Bissell, E. C. Van Glahn and R. R. Williams.

At a meeting of the board held on March 18th, these gentlemen reported a series of resolutions which had been handsomely engrossed and bound in an artistic morocco cover, for presentation to the family of the deceased. The resolutions were unanimously adopted, and were as follows:

We, the Board of Governors of the Hardware Club of New York, hereby put on record our sincere sorrow in view of the death of Mr. Charles Daly, and our appreciation of his character and worth. For many years he was prominently and honorably identified with the business interests of the city, as a successful merchant of ability, energy and sterling worth, wise in his judgments, uncompromising in his integrity and love of truth, warm and firm in his friendships.

In the organization and development of this Club he bore an active and efficient part, and was a valued member of its first Board of Governors. In view of his personal qualities and worth, and the sincerity and symmetry of his Christian character, he was held in deservedly high esteem by all who knew him, and many friends, saddened by the tidings of his death, recall the amiable and manly traits that endeared him to them, and the kindliness and uprightness of his good and useful life.

We desire that a copy of this minute be sent to his family with expressions of our deepest sympathy.

The Carlton Hardware Co., Calumet, Mich., have opened a branch store at Rockland, Mich., where they will carry a full line of shelf and heavy Hardware, mining and mill supplies and house-furnishing goods. They will be pleased to receive catalogues from manufacturers and jobbers, sent to their new address at Rockland.

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Our "Hardware Jobbers'" Number.

As will be seen by special announcement elsewhere in this issue, we will publish on April 10th, 1899, the Ninth Anniversary of the founding of *Hardware*, a special number, which will in every respect equal the magnificent anniversary edition published on April 10, 1898, which was devoted especially to the Hardware Associations of America.

This number is to be called the "Hardware Jobbers' Number," and will take up and discuss everything of importance in connection with the present and future of the Hardware jobbing business, will give histories of the leading houses, and contain a number of special articles by prominent members of the trade.

Among these special features we are permitted even at this early date to announce the following:

A paper by William W. Supplee, Supplee Hardware Co., Philadelphia, ex-president of the National Hardware Association, on "The Future of the Hardware Jobber," or some theme which has relation to this subject.

"The Present and Future of the National Hardware Association," (or a similar theme). By H. H. Bishop, McIntosh-Huntington Co., Cleveland, Ohio, president of the National Hardware Association.

C. B. Lockwood, of the Lockwood-Taylor Hardware Co., Cleveland, Ohio, on "The Ethics of the Hardware business."

"The Hardware Jobber from the Manufacturer's Standpoint," by James D. Foot, president of the Kearney & Foot Co., New York.

"The Manufacturer from the Jobber's Standpoint," by John Bindley, Bindley Hardware Co., Pittsburg, Pa.

"The Hardware Jobber from the Retailer's Standpoint," by H. P. Davidson, president of the Hardware Association of Cleveland, Ohio.

"The Retailer from the Hardware Jobber's Standpoint." By J. H. Smith, Smith Bros. Hardware Co., Columbus, Ohio.

"The Package and Cartage Question," by Col. James R. Nutting, of the Sickels, Preston & Nutting Co., Davenport, Iowa.

"How Does the Hardware Jobber's Future Look to a Man in the Corner?" by J. B. Comstock, of the W. Bingham Co., Cleveland, Ohio, the author of the letters from the "Corner Desk."

"Old Jobbing Days in New York," by Henry Hopkins, Associate Editor of *Hardware*.

"Syndicate Buying," by Thomas E. Oliver, of Oliver Bros., New York.

"The Hardware Jobber of the Northern States," by Charles H. Turner, Albany Hardware & Iron Co., Albany, N. Y.

"The Hardware Jobber of the Central States," by George T. McIntosh, of the McIntosh-Huntington Co., Cleveland, Ohio.

"The Hardware Jobber of the Southern States," by James D. Moore, of the Moore & Handley Hardware Co., Birmingham, Ala.

"The Hardware Jobber of the Western States," by H. C. Rushmore, of the Gille Hardware & Iron Co., Kansas City, Mo.

"The Hardware Jobber of the Eastern States," by Leon C. Carter, of the Dana Hardware Co., Boston, Mass.

"The Hardware Jobber of the Pacific Coast," by Brace Hayden, Dunham, Carrigan & Hayden Co., San Francisco, Cal.

"Shall the Manufacturers Sell Only to the Jobbing Trade?" By C. S. Van Wagoner, Van Wagoner & Williams Hardware Co., Cleveland, Ohio.

"The Hardware Jobber and the Bicycle Trade." By James H. Ritter, Biddle Hardware Co., Philadelphia, Pa.

"Fraternity in the Jobbing Trade," by Alfred D. Clinch, Underhill, Clinch & Co., New York.

"Wherein Lies the Jobber's Profit?" by R. C. Morley, Morley Bros., Saginaw, Mich.

"Department Store Competition." By Alfred P. Shannon, of the firm of J. B. Shannon & Sons, Philadelphia, Pa.

"Net Prices in the Hardware Jobbing Trade." By Charles W. Emery, Van Camp Hardware & Iron Co., Indianapolis, Ind.

Other themes which will be discussed in this number, may be mentioned, as follows:

"The Hardware Jobber as a Man and Brother."

"Other Hardware Jobbers' Associations."

"Restrictions as to Jobbing Territory."

List of Members of the Jobbing Trade.

Membership Lists of the Jobbers' Associations.

Etc., etc., etc., etc., etc.

We call attention in this issue to the advertisement of the old house of William Read & Sons, Boston—the oldest gun house in the United States, and which has been in business over seventy-five years. They have always made a specialty of strictly good goods, and their reputation extends all over the country. Their line of bicycles for 1899 is very fine, and comprises the medium priced as well as higher, and their wheels have a very heavy sale all through New England especially. It will be of advantage certainly to get their quotations before laying in stocks. They also carry a full line of bicycle sundries. In fishing tackle and guns this house is one of those at the top and their stock very heavy. Surely get their catalogues and judge for yourselves.

The Parker Ice Tool Co., of Worcester, Mass., have recently purchased a factory in South Framingham, to which place they are now removing their plant. The change has been made necessary on account of the increase in their production of ash-sifters. The premises in Worcester, while sufficiently large for their original line of ice tools, was found to be inadequate for the new business.

The Pawtucket Business Agency, Pawtucket, R.I., manufacturers' agents, and dealers in novelties, specialties, etc., would like to receive circulars and price lists of any salable articles in their line.

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The Boston Belting Co.

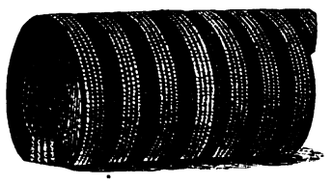
We have received from the Boston Belting Co., No. 256 Devonshire Street, Boston, Mass., an artistic, illustrated catalogue, calling attention to their lines of packings, valves, gaskets, diaphragms, etc., some of which we illustrate herewith.

The general excellence of the products of this firm has in the past year made such a good reputation with the



trade as to require but brief mention here. In the preface, the following announcement is made:

"The various packings, valves, gaskets, etc., herein described, all possess the merit of having satisfactorily stood the test of time. The majority of them have been on the market for many years, during which their uniform quality and reliability have become widely and favorably known. Users of our packings and other products may rest assured that their high standard of excellence will be strictly maintained; and in the future, as heretofore, goods of our manu-



facture will continue to be the most economical and desirable of any offered."

James Bennett Forsyth, manufacturing agent, and general manager of this company, is a man well known and highly esteemed in business circles. His career in this connection is well worthy of study and emulation. He started with the Boston Cutlery Co. thirty-five years ago, in the modest capacity of factory clerk, and, by his sterling ability and strict attention to business, has risen to his present position. His keen interest in the company's progress and its various products has resulted in his personally



obtaining over fifty patents for processes and machinery used by the company in their factories. Many of the ideas originally covered by Mr. Forsyth's patents are now in general use throughout the rubber manufacturing industry. The incalculable benefits to be derived from the services of a man of this character could have but one result. His worth was quickly recognized, and his advancement to his present important post was the natural result of one of nature's inexorable laws—that everything must inevitably find its own level.

He Discourses on Trusts.

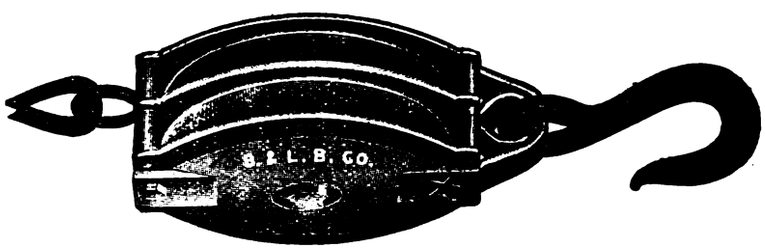
"The Man at the Corner Desk" of the Bingham store, Cleveland, Ohio, makes salutation in his March letter to the entire American people, and pays respects to trusts in the following language: "With what startling rapidity we are making history in these piping days of peace at home and of war abroad! The entire industrial and commercial situation is changing, putting on an aspect new and strange, and presenting problems for which there is no precedent to serve as a guide to their solution. The great American nation, always with a penchant for fads and extremes, seems to have taken to trusts and combinations, and we shall now have an excellent opportunity to settle for all time the mooted question as to whether their influence is for good or evil, and to what extent they affect the times. It seems safe to predict that within a decade the pendulum of popular favor will swing as far back towards individualism as it now does toward concentration—or, it may be that the present course is merely a recoil from the independent rivalry of the early '90's, which led to overproduction and general inflation which could only end in disaster. But, however this may be, there is genuine comfort in the knowledge that the present unprecedented demand for goods, and the enormous increase in values of late have their foundation upon a real prosperity, and that the power to control the product in many lines, now vested in the great corporations, lessens the danger of the repetition of the trouble of '93. All the factories are busy, with stocks in hand, but slightly in excess of the quantities ordered, and there is difficulty in obtaining raw material. Some of the iron and steel mills have sold their product until October, and the buyer, whether jobber or manufacturer, who lacked the insight to get his orders placed in time, must suffer with those dependent upon him."

Boston & Lockport Block Co.

The above company notify us of extensive additions to their plant, made necessary by increasing business. A new building of two stories, 40x80 feet in measurement, has just been completed, and a quantity of important machinery, specially designed for prompt production of large orders, has been installed there. Among this is a new method, by which the hooks are completed practically in one process, the iron not being cooled until finished.

Speaking of the business outlook, Mr. Tarbox states that the increase in the demand for special and high class goods is the surest evidence to them of improvement.

The company announce that hereafter their efforts will be directed toward the best trade only, as they believe



quality to be a much more important feature in their product than is price. Many inferior grade blocks are made, which, so far as appearance goes, are equal to the best, but which are very liable to result in great damage, if not loss of life, when under a strain. For this reason the purchaser is at the mercy of the manufacturer, and the latter must produce reliable goods to merit and retain confidence. One admirable point in the construction of the blocks of this company is the fact that the pin penetrates both the strap and the shell, thereby securing the greatest safety against mishaps due to the possible breakage of any minor parts.

HARDWARE'S "Prices Current" are reliable.

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NEW ENGLAND IRON & HARDWARE ASS'N.

The annual dinner of the New England Iron & Hardware Association was given at Young's Hotel, Boston, on Tuesday March 21st. If happy faces and genial good-fellowship be omens of business prosperity, certainly the trade represented on this occasion is in a condition calling for congratulation. The philosopher and the poker expert counsel the sons of man to cultivate the perennial smile; but experience teaches that the glad face is more spontaneous, when the fox of dull business gnaws not at the breast. The general feeling of relief, due to escape from several years of business uncertainty, and disturbing elements, and the entrance upon what promises to be the most prosperous era of the business, found vent in a flow of wit and wisdom, that will make this occasion one to be remembered as the most happy in the history of the Association.

The parlors of the hotel began to fill with members and guests at 5.30 P. M. and the reception prior to the dinner afforded an opportunity for the renewal of old acquaintances; and the making of new ones. The Reception Committee, consisting of President H. C. Bangs, Harry L. Doten, Chas. F. Dowse and John T. Boyd, by their indefatigable attention to arriving guests and members, placed every one at ease.

At 6:30 P. M. dinner was served; and over one hundred sat down to the usual excellent menu, for which this hotel is so celebrated. An appropriate blessing was asked by the Rev. Stephen H. Roblin.

In the interest of digestion, and to promote the general feeling of bon hommie, the various courses were punctuated by various gay and patriotic songs; accompanied by an excellent orchestra. "My Old Kentucky Home," "Streets of Cairo," "The Bowery," "Old Black Joe," "Jingle Bells," "Marching Through Georgia," "The Soldier's Farewell," "The Old Oaken Bucket," "We Won't Go Home Till Morning," "Tramp, Tramp, Tramp, the Boys are Marching," and several other equally classical selections were rendered with a vigor that denoted an earnest spirit.

After cigars had displaced the necessities, President H. C. Bangs called the meeting to order; and after a few prefatory remarks, calculated to produce mirth among his hearers, addressed the assemblage as follows:

We are to-day more strongly united than ever before since our organization. The past year has been a year such as we, as a nation and as iron and Hardware merchants, seldom see. One year ago we, as a people, were facing we hardly knew what. We found ourselves in the midst of awful war with a foreign power. We all remember the check upon our business plans, all interest being centered in the great cause of our common country—a few short months, short, perhaps, to us, but how long to our heroes, who can tell?—the cloud lifted, the strain was relieved and we took up business with renewed vigor. We in the iron and Hardware interests, who have been looking in vain for so many years for the old-time prosperity, were wondering if we of the younger generation were not lacking in some of the essentials of our older friends, as all signs of life in the iron and Hardware lines seemed to fail.

Suddenly, we hardly knew whence or how, the sun of prosperity seemed to burst upon us. This sun seemed to rise, not in the East, but in the West, and we trust its going down will not be hurried.

It has been estimated that our membership represents a combined capital of $25,000,000 to $30,000,000. Is there any jobber present who dares to say there can be no weight in combined effort? We expect through association work that the jobber in iron and Hardware will not have his epitaph written until at least the present generation shall have had their halcyon day. We shall then be willing to let those coming after us fight their battles, should the age of iron and Hardware not fully have passed away.

President Bangs closed with a wish that America and England might, as Ambassador Choate expressed it, be rivals in trade, but united for the civilization and uplifting of the world.

In introducing Toastmaster Charles Clark Adams, President Bangs referred to him as the association's "perennial toastmaster," and said they gave him a chance to practice at the monthly dinners so as to have him in trim for the annual event. "He's lately been to Europe," said President Bangs. "Perhaps he can tell us what he went to Europe for."

"I can," said Mr. Adams, rising. "I went for $150 there and back. You can't do that except in winter."

He said in accepting the responsibilities of toastmaster:

I thank you sincerely for your pleasant introduction, and this hearty reception from the members, among whom I count so many warm personal as well as business friends, is especially gratifying to me, as it is the first time I have been able to see so many of your kind faces since my return home from other lands.

Permit me to say, I have tried to travel with open eyes and an inquiring mind, and learned some valuable lessons, as well as drawn some conclusions from our friends abroad, but, as we are to hear from a distinguished gentleman who has studied foreign methods of doing business, it will be at least modest on my part for me to listen to his suggestions before furnishing him with any of my ammunition. I can say this, however. As a nation we are striding forward as young giants in the production and manufacture of the lines of products counted in iron, Hardware, and metals, but I fear we are "but as recruits" in the selling of our wares; certainly, the old "veterans" of commerce on the other side view with astonishment, if not alarm, our nervous, hustling, American methods of literally hurling our goods at them, without much regard for profits. On some other occasion, when we are as a private family, around our own hearthstone, you may be pleased to hear some of my personal experiences.

To-night we are here to enjoy every delight of our annual banquet, and to quote the words of a prominent author "the time to be happy is now."

Mr. Adams then introduced the Rev. Stephen H. Roblin, Chaplain of the Ancient and Honorable Artillery Company, and, in doing so, called attention to the fact with poignant sorrow that he—Mr. Adams—was the only one present who had recognized the divine calling of the clergyman.

Mr. Roblin congratulated the Association on their "Bang"-up President, and their good-looking members.

In the course of his remarks Mr. Roblin referred to the long suffering of the United States in witnessing Spanish outrages in Cuba. He scored, in severest terms, those people who found only good to say of "blear-eyed Spain," and who painted Aguinaldo as a "saint, benefactor and hero," while they had only condemnation for this country, imputing to it the basest motives for all it had attempted to do for humanity.

"What have I to say of destiny? Simply this: If ever it

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was permitted man to see the handiwork of God written upon the destiny of a nation's life, then we have seen that writing in the movements of the nation in this great crisis. This war of emancipation, to wipe out wrongs for which we were not responsible shall bring us, as one of its blessed rewards, an American commerce, carried in American vessels on all the seas of the earth. There will be no more councils of nations with America sitting in silence. When the other nations gather again to settle world questions, the lion may roar, the bear may growl, and the other animals of the menagerie give forth their vocal sounds, but there shall be the flapping of wings and the eagle's scream to call attention to the fact that we as a people are in evidence for evermore."

Mr. Adams, in introducing Mr. George W. Morse, recalled the fact that the latter had been a captain in the Second Massachusetts Regiment at Gettysburg. This regiment, he said, had held their ground until re-enforced, thus making possible the later and greater victory of the entire body of federal troops.

Mr. Morse said: "I did not expect to act in the role of a hero, but I certainly cannot assume the role of youth, for I am reminded that the battle of Gettysburg was thirty-six years ago." He said he believed the volunteers in the Spanish-American war showed quite as much martial spirit as the Union soldiers at the opening of the rebellion. The men of the North had so long been yielding to the uncompromising demands of the South that they lacked courage, and it was not until the blood that goes back to the English oak and the Irish shillalah was aroused that they really began to fight. The Spanish-American war soldiers had inherited the courage which the war of the rebellion had inspired.

He took strong ground in favor of the present attitude of the United States in the Philippines. He asked General Collins an intricate legal question regarding the standing of Aguinaldo. "If you were putting that question to a witness," replied General Collins, "I should say it was too long," and everybody laughed at the sally.

Turning to the question of an Anglo-American alliance, Mr. Morse urged General Collins to become the prophet of his people in forwarding such a union of Anglo-Saxon peoples.

"I had forgotten that General Collins was born in Ireland," he said. "He is such a good American."

"Perhaps that's the reason," drily remarked General Collins.

"Why should not the noble people of Irish descent," continued Mr. Morse, "that martial people whose destinies are linked with the Anglo-Saxon race, and who have everything to gain by acting in harmony with it, give their support to the alliance, which is now a fact in spirit, if not in actual legislation?"

The toastmaster then introduced the Hon. Patrick A. Collins, late United States Consul-General at London, referring to the esteem in which the latter was held both at home and abroad. General Collins is well known to hold anti-expansion views; and the remarks of some of the former speakers bearing on this subject were seen to bring an occasional flash of fire in his eye. On rising to respond he was greeted with prolonged applause, and met with the same reward at many points throughout his speech.

General Collins said he was surprised at the size of the gathering until he found out that Mr. Adams was toastmaster. He had expected to get some inspiration from the former speakers; but they evidently thought the killing of Filopenos and general bloodshed was the proper way to encourage the iron and Hardware industry. He had always noticed that lawyers, ministers and soldiers spoke much better on subjects of which they knew least (laughter). For that reason he would talk about our foreign commerce. American merchants who wished to sell goods abroad depended on foreign consuls almost entirely. He had found, in his experience, that he was a general agent for American manufacturers. He had found that the way to encourage export was not by killing people; not by showing partiality to any one nation; not by stirring up strife; not by gatling guns and rifles. Commerce must be extended only by commercial methods.

Five years ago Great Britain's only rival was Germany. To-day the United States occupies that position. One of the most potent reasons for our lack of greater success was that the representatives we sent abroad understood only our own language. A foreign agent should not only be conversant with the language of the country; but with the habits, tastes and requirements of the natives. A linoleum factory in Scotland made different designs and patterns for each different section of Europe and America. They knew the tastes of the people. Had they tried to force one pattern on all, bankruptcy would have followed.

We can produce better goods and more of them than any other country; but we cannot sell goods simply because they are American. In addition to merit they must be suited to the requirements of the country for which they are designed—in most cases very different from the style we would use here. Our goods should be quoted in the weights, measures and currency of the country to which they are sent. Circulars describing goods are simply wasted. If a firm is not able, financially, to send a good agent abroad, let it be done by a combination of houses in allied lines. Our consular agents throughout the world were ready and willing to aid, in every possible way, the manufacturer desiring an export trade; but they could not sell the goods. They would answer any questions asked them; would advise as to the best methods of securing the markets; but the real work of selling must be done by capable representatives.

General Collins then turned his attention to the expansion question, saying that God made the Philopenos as such, and that if he were one he would be fighting now. If we held Spain's title to the country we held the title of a tyrant.

The last speaker of the evening was C. S. Van Wagoner, of the Van Wagoner-Williams Co., Cleveland. Speaking from the manufacturers' standpoint, he said that the fact which impressed him most was that, during the past five years, the country had demonstrated its ability to produce much more than it could consume. For this reason it was essential that we should seek markets abroad for our surplus. Americans are very quick to "catch on," and General Collins was right in saying we must adapt ourselves to the conditions of the countries to which we sell. He dwelt upon the great intelligence of all classes here, and the great latent power of the nation. He concluded his remarks by prophesying for this country the greatest conquest in the world's history—a commercial conquest of the world.

The evening's entertainment was concluded by singing "Auld Lang Syne."

Letters of regret, owing to other engagements or sickness, were received from Governor Walcott, Mayor Quincy, C. E. Adams, President State Board of Trade, Robert A. Bait and T. James Fernley, Secretary National Hardware Association.

Too much credit for the success of the dinner and the excellence of the arrangements cannot be given to the energetic secretary of the association, John T. Boyd.

Those who were present were:

Table 1.

Jesse C. Ivy, W. D. Parlin, Henry R. Pierson, C. E. Adams, Robert A. Boit, Hon. Wm. M. Olin, Hon. Patrick A. Collins, Pres. H. C. Bangs, George W. Morse, Rev. Stephen H. Roblin, Edgar Perry (*Boston Herald*), Fred. A. Caton, Walter C. English, Charles C. Adams.

Table 2.

T. H. Baldwin, C. S. Van Wagoner, A. H. Decatur, Chas.

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H. Breck, Increase E. Noyes, W. A. Rice, H. P. King, R. M. Boutwell, Chas. E. Bowler, H. N. Haven, Winthrop G. Norris, George E. Holton, Hobart B. Ives, J. N. Mason, Geo. J. Mulhall, J. H. Robbins, J. J. Teeple, W. A. Hopkins, E. J. Neale, Fred H. Butts, Luther Little, Hayward C. Dodge, Geo. P. Bullard, W. M. Horne, C. F. Bragg, E. L. Haley, George W. Thurston, W. G. Angell, J. F. Blauvelt.

TABLE 3.

Fayette R. Plumb, Samuel A. Bigelow, Fayette R. Plumb, Jr., Charles F. Dowse, Josiah E. Bacon, William H. Bacon, W. Chamberlan, L. H. Pease, Geo. W. Herrick, W. Q. Wales, Geo. W. Gabriel, A. H. Ranlet, H. W. Waite, Samuel B. Reed, Harry L. Dotten, Leon C. Carter, D. W. Simpson, Francis B. Dana, S. T. P. Martin, Charles H. Bolles, James N. Frye, E. L. Richards, C. A. Earl, A. M. Wiley, E. H. Mansfield, Richard Hogan, James A. Monroe, N. L. Moore, Walter L. Doten, Willard A. Paul.

TABLE 4.

D. Arthur Brown, John Wales, Geo. R. Wales, A. J. Chase, C. H. Parker, P. F. Burke, Charles H. Eager, M. McBarron, J. A. Farrington, Robert E. Hofer, F. A. Dilworth, W. Sargent Locke, E. W. Leete, Chas. E. Stumcke, John T. Boyd, Francis W. Carpenter, Johns H. Congdon, Gilbert C. Carpenter, Charles R. Stark, James F. Field, A. H. Inman, L. S. Cook, E. P. Sanderson, Thomas F. Russell, Chas. C. Lewis, R. S. Woodruff, Arthur C. Harvey, C. W. Henderson, Jr., Charles King, J. Bradford Hunter.

The National Sportsmen's Association.

The great Sportsmen's Show, under the auspices of the National Sportsmen's Association, which recently closed, at Madison Square Garden, New York, was certainly one of the best ever given, and it must be gratifying to those whose earnest efforts have brought to such successful issue this great exposition. It is with pleasure that the management announce at this early date that the Sixth Annual Sportsmen's Show will open in Madison Square Garden, New York City, on March 1, 1900. In a circular announcing this to the trade, the management say: "The management have eliminated from this show anything that did not pertain strictly to a sportsman's idea of what a Sportsmen's Show should be, and we feel fully rewarded by the flood of complimentary criticisms from those competent to judge. It is hoped that there will be a unanimous effort on the part of all interested to make every feature of the show in 1900 as attractive as it is possible to make it. If it is your desire to take part in, or be represented in the Sportsmen's Show in 1900, the management would be pleased to be advised at an early date, as space will be rapidly taken up by special features now being arranged for, and space allotted to trade exhibits which will be undoubtedly more limited than at this show."

New Members Hardware Club.

At the regular monthly meeting of the board of governors of the Hardware Club of New York, held on Friday, March 17th, the following gentlemen were unanimously elected to membership in the club:

Charles Howard Daly, No. 325 Broadway.
Edmund D. Gibbs, No. 68 New Chambers Street.
Henry E. Fanshawe, No. 68 New Chambers Street.
Henry W. King, Worcester, Mass.
Joseph Leiter, Chicago, Ill.
Alexander Henderson, No. 18 Vesey Street.
John T. Kelly, No. 104 John Street.
Edward E. Bruggerhof, No. 11 Broadway.
Wolfgang G. Triest, No. 39 Cortlandt Street.
Stephen T. Williams, No. 9 Murray Street.
Joseph Tripp, No. 17 Warren Street.
Edward F. Keating, No. 452 Water Street.
William P. Crary, No. 17 Warren Street.
Schuyler Merritt, Stamford, Conn.
Otto F. von Arnim, St. Paul Building.

A Decision as to Piracy.

We have had on numerous occasions in the past to write and publish articles concerning unfair methods resorted to by some manufacturers in appropriating devices of others and foisting upon the market goods made in imitation of those whose devices are used, and selling the same in such guise as makes them pass as genuine articles. A case in point has recently been brought to the attention of the United States Circuit Court for the Southern District of New York in a suit brought by Mrs. Sarah C. Morrill, the successor in business of the late Mr. Charles Morrill.

The saw sets manufactured by Mr. Morrill have for many years past been well known to the trade, and owing to the perfect manner of their construction and the excellency of the material employed, have well deserved the reputation which they have earned. One of the earlier of Mr. Morrill's patents expired some months ago, and the saw set manufactured under the said patent became common property; several manufacturers immediately proceeded to make saw sets on the same pattern covered by the expired patent. This, of course, they had the legal right to do, and had they sold them openly without any devices thereon or under their own names, Mrs. Morrill would have had no legal nor other ground for complaint. In order, however, to permit their customers to deceive the public and to make them believe that these imitations were genuine Morrill saw sets, some of the manufacturers stamped on the saw set itself the words "Morrill Pattern No. 1," and packed the saw sets in boxes of the identical size and style of Mrs. Morrill's boxes, which having practically the same inscription stencilled on the same, the purchasers who saw the boxes or the saw sets naturally believed that they were buying the genuine saw sets. Mrs. Morrill was compelled to begin suit, and we are informed that Justice Lacombe issued an injunction on February 27, 1899, enjoining the manufacture and sale of saw sets bearing upon the same, or upon any boxes or packages containing the same, the name Morrill or any colorable imitation of her name, device or trade mark; or from advertising or exposing for sale goods which in any way or manner would lead the purchasing public to believe that they were purchasing genuine Morrill saw sets. It is hoped that this decision of Justice Lacombe will have a good effect upon the Hardware trade, and congratulate Mrs. Morrill upon her success in putting a stop to this unfair competition.

The 1899 catalogue issued by Henry Disston & Sons, Inc., Philadelphia, Pa., is a valuable and interesting addition to the literature of the trade. The company show a line of goods not previously made by them, among which may be mentioned rift saws, lock corner cutters, hand ice saws, perforated lance one-man cross cut saw, Pacific and Oregon tooth cross cut saws, Russian pattern cross cut, pit and gang saws, cross cut saw tool, saw setting tool; D-100 hand, panel and rip saws, adjustable compass saw, compass blades, patternmakers' saw, Champion and Tuttle tooth and wood saw blades, wood saws No. 111, Web saw frame, steel duplex and clipper wood saw rods, corn grater, turnip or potato shredder, cabinetmakers' screwdriver, shafting and pocket levels, etc. This catalogue is in style and binding similar to those previously issued by this great concern, but includes a much larger number of pages. It is very thoroughly illustrated, and gives descriptions and list prices of the goods mentioned therein.

We have received from Buhl Sons & Co., manufacturers, importers and jobbers of Hardware, Detroit, Mich., their Spring Circular No. 101 under date of March 1, 1899. This shows in illustration and description a line of goods covering everything that could be needed in connection with the spring trade.

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A New Screw Company.

The Providence (R. I.) *Journal* of March 4th contains the following interesting information in regard to the formation of a new screw company: As a direct outcome of the last annual meeting of the American Screw Co., there promises to be an interesting fight in the screw business. An act to incorporate a new screw company was introduced in the State Legislature yesterday, and the men behind it are well known in this industry. This development has created a good deal of talk and much interest is excited as to the outcome.

This new company is to be known as the Rogers Screw Co., and will have a capital stock of $250,000. The incorporators are: Edwin G. Angell, Charles D. Rogers, Gen. Olney Arnold, Henry R. Rogers and Olney Arnold, 2d. As one of those interested yesterday stated it is not a stock jobbing operation, and the public will not be asked to subscribe for a single dollar of stock.

When the policy of the American Screw Co. was changed at the annual meeting, and the management, which had been in charge for so many years, stepped out, there was considerable surprise expressed, for this corporation has a large capital stock and the investors are widely scattered. While a change has been anticipated for some time, it was not expected that the men who had been at the head of affairs would sever their connection with the company, even though their policy was not fully carried out.

Added to this change in management, when President Arnold, Superintendent Rogers—who severed his connection with the company yesterday—and other officers and working heads of department stepped out or were discharged, there is also the new screw company which will enter the field as a competitor now in sight.

A representative of the Rogers Co. stated yesterday to the *Journal* man that there was no idea of starting such a company until after the annual meeting of the American Screw Co. It was the action of that meeting which made such a move possible. The old corporation had been running under heavy competition for some time and had preserved a skeleton army of efficient heads of departments through this period. Their policy had been to keep in contact, so that when better times came the works could be started up in full without the necessity of educating men to take charge of the various departments and branches. The new management had let many of these men go who had a valuable knowledge of the screw business. Thus the Rogers Co. find available a large force of experienced workers.

Then there was an excellent opportunity for a comparatively small plant to start up as a competitor in the screw business. There were the men at liberty to manage its affairs and to take advantage of all the knowledge that they had acquired through years of experience, and to the incorporators it looked as if a highly profitable screw business could be built up where all the machinery installed could be used to the best advantage.

During the past few days the incorporators have been looking for a suitable building in the city. They have inspected several, and have taken measurements of one building which may be utilized. They have also looked at the Granger Foundry shop, with an idea of locating the plant there.

Nothing has been settled as yet in regard to the location of the factory, as it will be built where the best advantages are offered, but there is a strong likelihood of its being started in Providence.

In regards to machinery, it is a proverb in the screw business that "every new screw machine has come to stay." For this reason the managers of the proposed Rogers Screw Co. do not wish to build any new machinery unless compelled to do so. It is known full well that there is a congestion in the screw market and much idle machinery. It is hoped that some of this can be purchased.

In fact, at the last meeting of the American Screw Co. there was a movement to empower the directors to sell surplus machinery, if it was found expedient in their judgment. As is well known, the latter corporation has not been running to its full capacity for some time, and has idle machinery, which the Rogers Screw Co. would like to acquire.

Men prominent in the affairs of the American Screw Co. were seen yesterday in relation to the new corporation, and while they admitted that they had knowledge of the application for a charter, they claimed that further than this they knew nothing about the new company, while admitting that it was doubtless an outcome of the change at the annual meeting.

Interested in the Rogers company are Gen. Olney Arnold and Olney Arnold 2d, until a month ago secretary of the American Screw Co.; Charles D. Rogers and Henry R. Rogers, who have been for many years prominent in the latter company; Mr. Rogers having designed most of the machinery in use to-day; and then ex-President Edwin G. Angell, who for a half-century has been at the head of affairs of the American Screw Co., and who has formulated its policy which has made the concern so successful.

Edwin G. Angell was seen at his residence by a *Journal* man yesterday. He is the largest individual stockholder in the American Screw Co. He stated that he was not in the market to dispose of his holdings. About the Rogers Screw Co. he had little to say beyond the fact that he would be interested in it.

Fly-Time Coming.

The time when "the wicked cease from troubling and the weary are at rest," from the fly standpoint, is rapidly drawing to a close. Soon again the optimistic hum of the persistent but unwelcome sharer of our summer joys and sorrows will roost on our perspiring brow and play tag on our bald spot, and the prospect is that our vicious "swat" with the morning's newspaper will continue, as in prior seasons, to reach the enemy's hunting ground behind time. However, there is still "balm in Gilead," as the supply of Bigelow Wire Fly Killers continues unabated. The reason for the effectiveness of this ingenious device is that the strands of fine spring steel wire, of which it is made, allow the air to pass through, instead of creating a draught to blow the fly out of harm's way, as a solid article will do. The fact that it does not crush the fly and will not soil the place where it is killed, adds much to its desirability. A line to J. F. Bigelow, Worcester, Mass., who is the patentee and sole manufacturer, will bring prices and sample. The bulk of these goods are handled through the Hardware trade.

Awards by the Bissell Carpet Sweeper Co.

Lord & Thomas, the newspaper advertising men of Chicago, have gone over many copies of advertisements submitted by the customers of the Bissell Carpet Sweeper Co., and after a careful examination, have awarded the prizes as follows:

First Prize, $50, to the Van Dyk Furn. Co., Paterson, N.J.

Second Prize, $35, to John S. Sprankle & Co., Altoona, Pa.

Third Prize, $25, to James Ashdown, Winnipeg, Man.

Fourth Prize, $15, to G. B. Churchill Co., Galesburg, Ill.

Fifth Prize, $10, to Orlando Simons, Glencoe, Minn.

Sixth Prize, $8, to H. M. Bixby & Co., Salem, Mass.

Seventh Prize, $7, to John Lennox, Colorado Springs, Colo.

Nearly all the public and private buildings in Habana, Cuba, and suburbs, are connected by telephone.—*Ex.*

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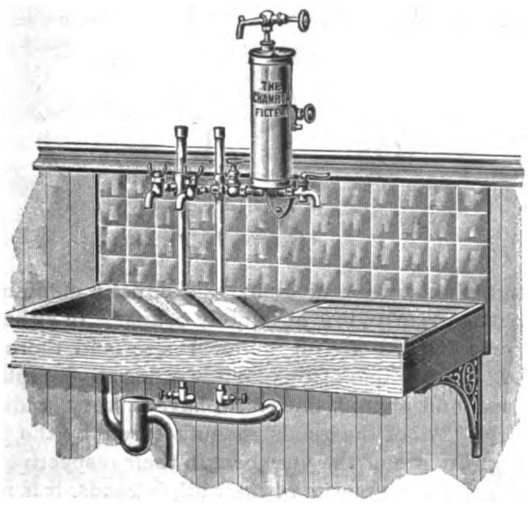
NEW GOODS AND SPECIALTIES.

Champion Co.'s Water Filter.

The Champion Safety Lock Co., No. 95 Woodland Avenue, Cleveland, Ohio, are marketing the water filter here shown. The filter embodies new and desirable features.



The provision for cleaning is such that the filter can be thoroughly cleaned without taking it apart, and the operation is so simple that it is performed in less than one minute. The filter consists of an outer casing, enclosing a filter tube and an automatic cleaner. The filtering medium is a thick, fine, natural stone tube, impervious even to microscopic particles of solid matter, and to all organic germs. The cleaner consists of a strip of very hard stone, with a metal back, which extends along the entire length of the filter tube and is pressed against it by the action of the automatic cleaner adjuster. In cleaning, the filter



tube is revolved by turning the filtered water outlet around several times, and the cleaner stone pressing against the filter tube causes its entire surface to be thoroughly cleaned. The inlet and flush valves, which are at the bottom, are both open wide to allow what has been cleaned off the filter tube to be flushed out. The accompanying illustrations show a usual and simple manner of attaching these filters. Upon application, the manufacturers would be glad to quote prices and mail their catalogue, which illustrates and describes their line of filters, embracing five styles and fourteen sizes, and, as they say, "meeting the demand for a perfect germ proof filter."

The Lane Store Ladder.

We present herewith a general view and details of Lane Bros. Co.'s Ball Bearing Store Ladder, advertisement of which will be found in another colum of this issue. One of the important features of this equipment lies in the fact that the rail is approximately the same width as the thickness of an ordinary store shelf, and being equipped with adjustable brackets, when the latter are fastened to the uprights and the rails laid in them, neither the rail nor

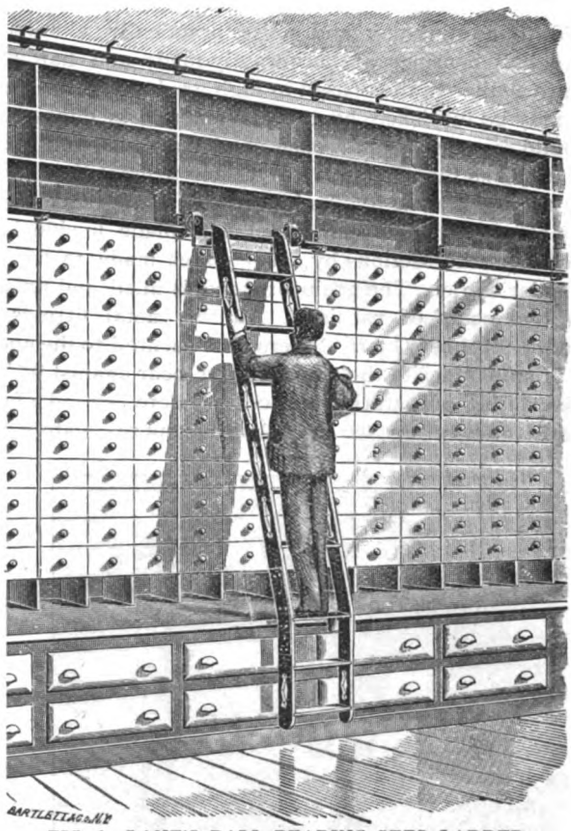


FIG. 1.—LANE'S BALL BEARING STEP LADDER.

the brackets interferes with the utility of the shelf room. The ladder carriage proper is constructed entirely of steel and fitted with ball bearing wheels having a fibre tread. There is no rail necessary on the counter or floor, but rubber guard rollers are secured to the lower part of the ladder in proper position to bear against the edge of the counter ledge. We understand the company sell the track and fixtures separately, or build the ladder to order and furnish the equipment complete, as customers may desire. In further mention of this article, the company say: "A Rolling Step Ladder has become almost a necessity in the modern well appointed store. The safety and convenience it affords in reaching goods is at once apparent. The Lane Ladder may be erected in almost any store without altering the shelving or obstructing the floor or counter in any way. 'Track For Shelving' has movable brackets that are fastened to the uprights wherever they may be, and at such height that the rail when laid in them and fastened,

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will come directly in front of one of the shelves; thus no available space is occupied. 'Ceiling Track' is furnished for our ladders that can be readily secured overhead if desired. The 'Ladder Carriage' is mounted on ball bearing wheels which have a fibre tread; therefore friction is reduced to a minimum and noise practically eliminated. These ball bearings are accurately made and hardened, and are similar to those used in high grade bicycles. Ladders may be furnished by the customer if he chooses, or, we build to order to suit each particular case, and attach all fixtures so the customer has merely to erect the rail and hang the ladders on it. Ladders built at the factory are made of ash or oak. Where a bend is made in side bars, we connect the sections by steel plates made to fit each particular angle. The grain of wood is filled and finished with two coats of varnish. All the metal fittings are tinned. 'Rubber Guard Rollers' are secured to the underside of step opposite the counter, and bear against it. No track or other preparation is necessary here beyond a fairly smooth and even surface that shall be approximately parallel to the supporting rail." Further information can be obtained by addressing Lane Bros. Co., Poughkeepsie, N.Y.

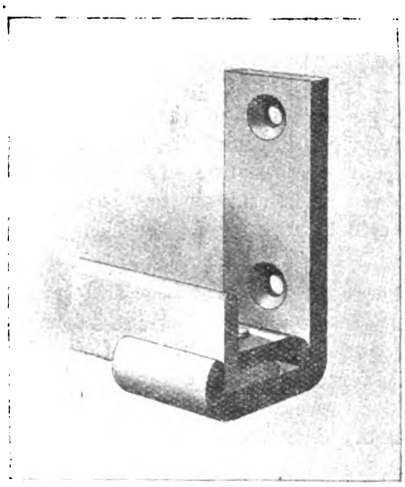


FIG. 2 - TRACK FOR SHELVING.

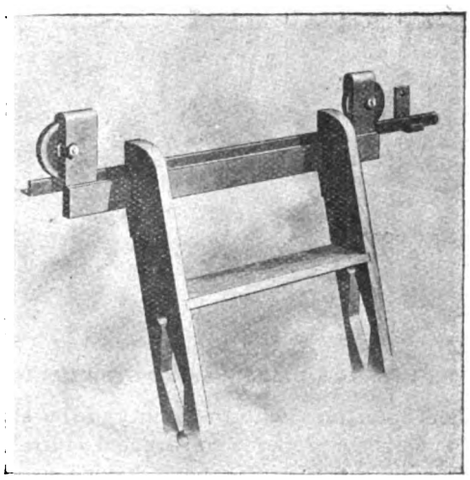
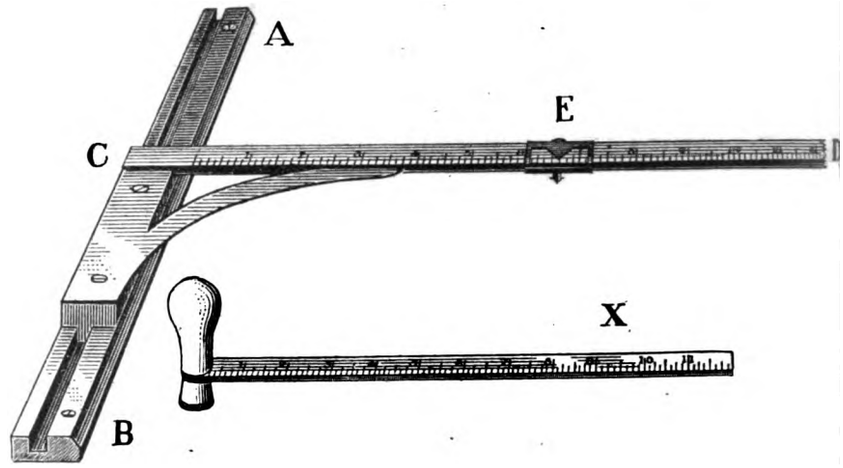


FIG. 3.—LADDER CARRIAGE.

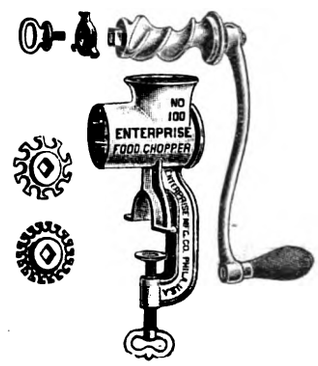
A New Idea in Glass Cutters.

We illustrate herewish the "Accurate" Glass Cutter now being manufactured and put on the market by the Dana Hardware Co., Nos. 22–32 Pearl Street, Boston, Mass. As will be seen from the illustration, the process is reduced to mechanical accuracy. The following claims are made for the device: First—More accurate than cutting with hand cutter and straight edge, as it insures an absolute rectangular cut. Second—It dispenses with the measurements on each end of your light, as you set your cutter right on the measurement you want. Third—Diminishes the risk of breaking, as you do not have to press a straight edge down hard on your glass to keep it from slipping. Fourth—You don't have to wait for the only man in the shop who can cut glass. Anybody can use this tool without previous practice. Fifth—It is a time-saver. If you have many lights of the same size to cut, you have to set it on the mark but once. Sixth—It is portable. It can be carried to a job and set up very readily, as all that is necessary to set it up is a level place and three small screws. Seventh—In connection with the straight cut is an attachment using the same cutter whereby circular cuts can be made. This is something which will appeal to any one knowing the bother of fitting circular-top front door lights, etc. Eighth—Simplicity. Nothing to get out of order. The track comes in three feet lengths, and six wheels are furnished with each cutter. The price is low, compared to the price required for a diamond tool, being listed at $3. Extra wheels are furnished by mail at the rate of eight for twenty-five cents.



The Enterprise Food Chopper.

The latest production of the Enterprise Mfg. Co. of Pa., Philadelphia, Pa., is a Food Chopper No. 100. The claim is made that "its wearing qualities are very superior and it will chop more and do better work than any food chopper on the market." As shown in the illustration, there are three cutting knives, cutting fine, medium or coarse, as may be desired, and when cutting fine, the product is uniformly fine; and when cutting medium, it is actually medium, and when cutting coarse, it is absolutely coarse. In either case pieces or particles are of uniform size and thoroughly chopped. A machine of this kind is especially adapted for family use, and should, therefore, have a very wide field for its sale. All of the goods manufactured by the Enterprise Mfg. Co. are of the very best in their respective lines, and judging by the merits of their other goods, it is fair to presume the Food Chopper will add new laurels to their reputation.



Two New Hooks.

The Withington & Cooley Mfg. Co., Jackson, Mich., have just placed upon the market two new hooks, one of which they call the "Dent," and the other the "Ser-

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rated.' They have found in recent times considerable demand for a corn hook with the serrated edge blade. To meet this demand they have introduced the two hooks above named. They have fitted one blade to the Acme handle, and of this combination of hook they say: "We believe it, honestly, to be as near perfection as it is possible to obtain. The workmanship is excellent, the ma-

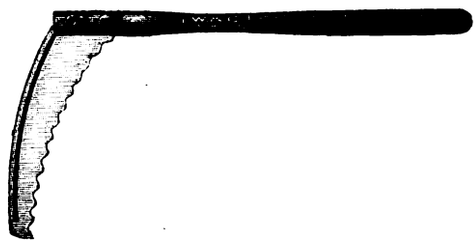


FIG. 1.—SERRATED.

terials the best that we can secure, and the cutting edge absolutely irresistible." They have a method for producing the edge which enables them to put it on the market at a reasonable cost, and this being so, is considerable in its favor. They add: "This hook embodies all the features that any hook can possess. It has the nicest hang of any tool we ever saw, the balance is perfect, the adjustable features will fit any notion the user may have, as well as allowing the hook to close up for convenience in packing. We ribbed this blade as well as the Acme, which enables us to use a light blade and still have all the stiffness of a heavy and clumsy one, and lightness is a great feature in a corn cutter, which requires a rather tedious wrist motion

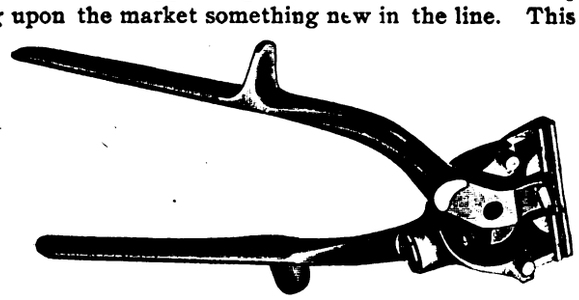


FIG. 2.—DENT.

to perform the work of cutting corn. This particular hook may cost a trifle more than the ordinary ones, but it is so substantially and strongly made that it will outlast four or five of the ordinary style. To meet a popular demand we present the serrated hook which we shall offer to the trade at a good margin of profit where their customers are not able to appreciate and pay for the better article. Our complete line now is composed of six different hooks, all at different prices, which entitles us to claim being headquarters for corn hooks."

Ball Bearing Clipper.

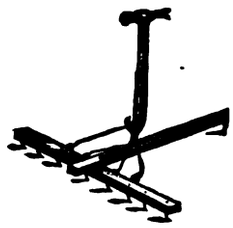
The Coates Clipper Mfg. Co., Worcester, Mass., are placing upon the market something new in the line. This im-



provement consists of a Ball Bearing Clipper, which, as will be seen from the illustration, almost entirely does away with friction. The balls are held firmly by a hardened steel case retainer. Anothor important improvement in this clipper is the use of a pull-spring which works parallel to the handle and the tension of which can be adjusted to suit.

The Excelsior Carpet Stretcher.

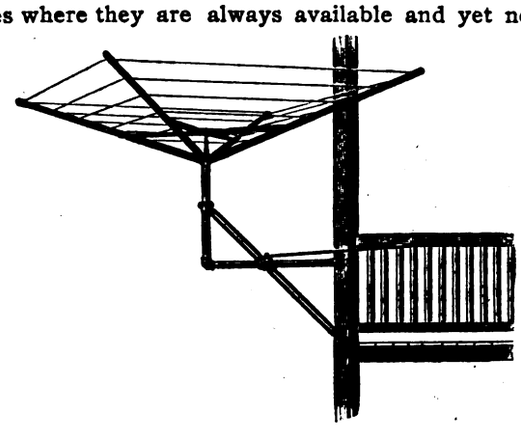
In this connection we show an illustration of the improved Excelsior Carpet Stretcher and Tack Hammer combined, manufactured by Richard W. Montross, Galien, Mich. The machine is compact and complete in every particular, and is practical and efficient. It weighs only one and one-half pounds, and it is so constructed that it can be folded up into a small compass. In operation it can easily be planted in any required position where it will stretch the carpet beautifully and evenly and hold it secure



while the operator detaches the hammer and drives the tacks. This little machine is designed to save labor, time, temper, sore fingers and backaches, and it is a great preventive of profanity. Women appreciate its worth at a glance. Dealers should write the manufacturers for full particulars.

Hill's Balcony and Champion Clothes Dryer.

The popularity of the above lines, manufactured by the Hill Dryer Co., Worcester, Mass., is evidenced by the fact that there are now over one hundred thousand in use. The ease with which the Balcony Dryers adapt themselves to places where they are always available and yet never in



the way, is doubtless one of the secrets by which they have secured and held the favor of the housekeeper. As will be seen from the illustration, their construction permits their being placed where they can be reached without difficulty and where they do not interfere with the balcony or window space. The Champion Dryers are designed for yard use and come complete and ready for setting up. Refined malleable iron castings, galvanized to avoid rust, are used in the construction, while the wood used is of selected stock. Both forms may be folded up and taken in when not in use.

The Vulcan Hardware & Electric Co., S. Wilkening, proprietor, dealers in Hardware, tools and cutlery, have removed from their old location, No. 164 East Eighty-fourth Street, New York, to No. 751 Amsterdam Avenue. They announce that they do mechanical and electrical bell work in all its branches, and that "Yale locks are a specialty."

"Baby is so fond of books!"

"Is she, indeed?"

"Yes, you should see her. She's got so she can snatch a page out with either hand."—*Cleveland Plain Dealer.*

She—I suppose every man in this world has a limited amount of conceit?

He—Not at all, madam; most of us have an unlimited amount.—*Brooklyn Life.*

In Cuba there are 54 ports—15 of them open to commerce, and 19 lighthouses.—*Exchange.*

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Annual Meeting Hardware Club of New York.

The annual meeting of the Hardware Club of New York was held on March 18th, at the Club rooms, there being a large attendance, and those present showing an unusual interest in the present status and future fortunes of the Club. It may be said here that the annual reports presented by the president, secretary, treasurer and finance committee, show the Club to be in a prosperous condition in every respect, and there were many commendations on the excellent management of by the board of governors which had produced this result.

The president, Peter McCartee, occupied the chair. Thomas F. Keating, the treasurer, read his annual report, and was followed by the secretary, James H. Kennedy, who showed that the membership of the Club at present stood as follows: Resident membership, 573; non-resident membership, 126; total, 699.

Webster R. Walkley, chairman of the finance committee, read a detailed report of the financial condition of the Club, after which the report of the nominating committee was presented. The gentlemen who were proposed for election to the office of governor to serve for the ensuing three years, were all incumbents of the office to which they were named, having served in this capacity from the beginning of the Club, with the exception of Robert Sickels, who was nominated to fill the vacancy caused by the absolute refusal of Peter McCartee to accept the nomination for another term—said nomination having been unanimously tendered him by the committee on nomination. That committee consisted of the following named gentlemen: William G. Smythe, chairman; William P. Mason, Robert Sickels, Thomas H. Taylor and Frederick G. Draper. The names of the gentlemen proposed for governors were as follows, and there being no other ticket in the field, they were declared unanimously elected on closing the polls: George H. Sargent, Robert H. Swayze, Arthur G. Sherman, Edward C. Van Glahn and Robert Sickels. William Bishop and Frank J. Oliver were appointed tellers.

There were two amendments before the Club, one of which was for the increase of the initiation fee from $50 for resident and non-resident members to $100 for resident and $50 for non-resident, and the other was for the charging of but one-half of the six months' dues when the applicant should be elected to membership after the expiration of one-half of the term for which said dues were charged. The first amendment was lost, and the other was carried.

Frederick G. Draper made a few remarks eulogistic of the record made by Peter McCartee as president of the Club, and suggested that some action should be taken to place upon the permanent record an attestation to the appreciation of this service on part of the Club. The president attempted to rule this matter out of order, but was overruled by the Club, and he thereupon called Mr. Keating to the chair. Mr. Draper renewed his suggestion, and on motion of Webster R. Walkley, Frederick G. Draper, Charles Putzel and Frank E. Conover were appointed a committee to prepare resolutions expressive of this feeling on the part of the Club, and the secretary was instructed to place the same upon the permanent records of the Club. The resolutions prepared by the committee in accordance with this direction, are as follows:

Whereas, Mr. Peter McCartee, having declined to accept a renomination on the Board of Governors of the Hardware Club, leaves the presidency after having served more than three years as the chief executive of this Club in a most able, capable and efficient manner; be it, therefore

Resolved, That the members of the Hardware Club, convened at its annual meeting, express to Mr. Peter McCartee, its retiring president, their full and complete appreciation of the very able and efficient services performed by him during his term of office, also for his ever courteous and genial manner alike to members and their guests, and for his untiring energy in placing this Club in the front rank of down-town clubs in Greater New York; and, further

Resolved, That these expressions, upon a unanimous vote, be spread upon the minute book of the Club in recognition of his labors in furtherance of the interests of the Club.

ELECTION OF OFFICERS.

The annual meeting of the board of governors for the election of officers for the ensuing year was held on the evening of Thursday, March 23d, with President Peter McCartee in the chair. The following gentlemen were unanimously elected to the offices named:

President, George H. Sargent.
Vice-President, Edward C. Van Glahn.
Treasurer, Thomas F. Keating.
Secretary, James H. Kennedy.

Mr. Sargent, the president-elect, who is known the world over as the head of the great Hardware house of Sargent & Co., New York and New Haven, has served as vice-president during the past year, and his election will be eminently satisfactory to the members of the club and the entire trade.

Mr. Van Glahn, the new vice-president, is the active partner in the firm of White, Van Glahn & Co., New York, and has been one of the most active and energetic members of the club from its beginning, serving with great efficiency as a member of the house committee, and in other capacities. The treasurer and the secretary are their own successors, Mr. Keating having served in his present capacity from the organization of the club, while he and Mr. Kennedy have both been members of the board of governors from the very beginning.

A SURPRISE PARTY FOR MR. M'CARTEE.

Immediately after the adjournment of the business meeting, President Sargent took ex-president Peter McCartee by the arm, and led him into one of the dining rooms, followed by the other members of the board. Mr. McCartee was totally unprepared for the scene that revealed itself to his vision, in the shape of a great circular table most artistically adorned, while the room was trimmed with plants and flowers in a most artistic manner. The ex-president here discovered that the gathering was not only an annual meeting, but a testimonial from the board of governors to himself. The matter was a total surprise to Mr. McCartee, and the event in its entirety was one of the most successful in a social way ever recorded in the Hardware trade. The arrangements had all been in the hands of Alfred D. Clinch, which was a guarantee, of course, that everything was done in a first-class manner.

A specially prepared programme was found by the plate of each of the gentlemen present, upon which was the following inscription: "Complimentary Dinner to Peter McCartee, president of the Hardware Club of New York, 1895–1899. By the Board of Governors." On the first inner page was found a fine portrait of Mr. McCartee, and upon the next page a very ingenious acrostic, which is here reproduced:

Principle is ever his motto, not expediency.
Everything handsome about him.
Touched nothing that he did not adorn.
Elegant but not ostentatious.
Reputation is more valuable than money.

Much may be made of a Scotchman if he be caught young.
Circumstances are the creatures of men.
An honest man's word is as good as his bond.
Rather be right than be President.
Then he will talk! How he will talk!
Every inch a king.
Everything comes if a man will only wait.

When the time for speech-making had arrived, Mr. Clinch arose, and in a very felicitous manner, and in behalf of the governors, presented to Mr. McCartee an elegant solid silver bowl with ladle, upon which was the following inscription: "Presented to Peter McCartee, President of the Hardware Club of New York, 1895–1899, by the Board of Governors, March 23, 1899."

Mr. McCartee was entirely overcome with this expression of regard, but managed to pull himself together, and made

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a most happy and appreciative speech. He was followed by the other gentlemen present, all of whom spoke of the retiring president in the highest words of eulogy, all of which were felt to be deserved, and the occasion, all in all, was one which showed not only the high regard in which the retiring president is held, but also the rare feeling of fraternity and good will that prevails among the officers and governors of the Hardware Club of New York.

Sickels & Nutting Co's Catalogue.

Sickels & Nutting Co., No 35 Barclay Street and No. 40 Park Place, New York, have issued their complete catalogue for spring trade, which forms a volume of nearly 300 pages, filled with illustrations of the goods referred to in its pages, which in a commendable compact form, show a large variety of all the goods necessary at the present time to constitute the stock of an up-to-date Hardware store. This includes in addition to a well selected display of shelf and builders' Hardware, a large assortment of agricultural implements, axes and edge tools, and housefurnishing Hardware, which forms one of the most desirable jobbing stocks to be found in this vicinity. Being agents for a number of manufacturers enables them to give bottom prices on large lines of their special products, which makes this catalogue a very desirable one for the dealer to have within reach. It will be forwarded to the trade upon request.

Fifty Dollars Reward.

For the capture and conviction of the person using the name of J. L. Prescott & Co., and signing same to drafts, without authority, we will offer the above reward.

Messrs. J. L. Prescott & Co., manufacturers of Enameline Stove Polish, have been annoyed by a certain person, who represents himself as their salesman, and pretends to take orders for Enameline, and then makes a small purchase, offering a draft for a larger amount, receiving the balance in cash.

To protect our patrons, we respectfully solicit your kind endeavors to notify your trade as quickly as possible to prevent this fraudulent representation.

When remitting to our salesmen, we always send our regular lithographed check, as we never allow our representatives to make drafts on us.

J. L. PRESCOTT & CO.

The Easy Bolt Clipper.

H.K. Porter, No. 66 Beverly Street, Boston, Mass., manufacturer of the "Easy" Bolt Clipper, finding that increasing business makes more commodious quarters necessary, has completed the plans of a new factory. This will consist of a pretentious building of three stories, with inside measurement of 40 feet by 88 feet.

The plans have been prepared with a special view to accommodating the machinery used in the manufacture of this product, and building operations will begin at once. The new premises are expected to be ready for occupancy early in the fall. Mr. Porter reports business during 1898 as excellen , with a decided improvement in the outlook for the present year.

"Dixon's Teacher's Note Book." This is the title of a very interesting and artistic monograph issued by the Jos. Dixon Crucible Co., Jersey City, N. J., the manufacturers of Dixon's American Graphite Pencils. It is needless to say that the work is very artistic in every sense, and the information that is contained therein, taken in connection with the blank pages for the use of the teacher, makes it a most valuable adjunct to any modern schoolroom.

There are in Cuba ten railway companies, with more than 1000 miles of main line and many branches.—*Ex.*

A Deserved Honor for Mr. Fernley.

T. James Fernley, known everywhere as the efficient secretary-treasurer of the National Hardware Association of the United States, has recently been honored in a manner of which any man might be proud. The Philadelphia High School, which is equalled by no institution in that city, save by the University of Pennsylvania, is an institution which is authorized by the State of Pennsylvania to confer degrees, and is practically the city's college, has invited him to a place on their lecture staff, he being one of the two representatives of the business community thus honored. The other gentleman is John H. Converse, president of the famous Baldwin Locomotive Works.

The Philadelphia High School has a department of commerce, the object of which is to fit students for commercial life while they are at the same time obtaining a classical education. Mr. Fernley, by his wide business experience, his culture, education, and general knowledge of men and affairs, is eminently fitted for a position of this character. He is a thinker and a writer, and the lectures which he will deliver in connection with this honorable office will have a practical value, which it would be difficult to overestimate. The Hardware trade will feel honored because of this honor for one of its most prominent representatives.

Annual Meeting Southern Jobbers.

The ninth annual convention of the Southern Hardware Jobbers' Association will be held at Atlantic City, N. J., on the 14th, 15th and 16th of June, 1899. Further particulars as to this gathering will be given at a later date.

The Maltby, Henley Co., No. 20 Warren Street, New York, make announcement, under date of March 1st, that they have sold to the Smith & Hemenway Co., No. 20 Warren Street, New York, their entire Hardware business, good will, trade marks, etc., and have turned over to them all unfilled orders for Hardware. They further announce that the Maltby, Henley Co. will still continue, devoting their entire attention hereafter to the silver-plated ware and kindred lines, and steel tin spoon branch of their business.

The Lavigne Automatic Mfg. Co. has been incorporated in New Jersey, for the purpose of manufacturing automatic machinery of all kinds. The capital stock is $150,000, and the incorporators are: Benjamin Eastwood, of Paterson; John J. Tower, of New York, and William H. Cole, of Jersey City. The officers of the company are: Benjamin Eastwood, president; John J. Tower, vice-president, and William H. Cole, secretary and treasurer.

J. F. Bigelow, Worcester, Mass., announces a decided increase in export of the Bigelow Wire Fly Killer. Although the season is just opening, shipments aggregating fifty gross of these handy weapons of defense against the ubiquitous fly have gone forward, and the indications are that the popularity of this article abroad is steadily increasing.

The Magnolia Metal Co., whose headquarters are at Nos. 266–267 West Street, New York, have removed their Chicago office from the Traders' Building to the Fisher Building, No. 281 Dearborn Street, where they will hereafter be found ready to supply Magnolia Metal to the entire world of the Western States.

Dear Father—wrote the student—please send some money for a new book.

The new book had no leaves, and was easy to carry in an inside pocket.—*Boston Courier.*

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Review of the Markets.

Hardware: There is still maintained a satisfactory strength in the conditions governing the general markets; no especial weakness whatever being observed, that would lead a buyer to believe lower prices than those quoted could be obtained by delay. The principal difficulty is to obtain a sufficiency of the goods already ordered, to feel there will be no failure in filling the entire order in due season. Complaints are made that some small concerns are endeavoring to repudiate some early orders, the present quotations on the same goods accepted, only too readily, being some twenty-five per cent. higher. There are some lines of goods that have not undergone any radical changes in prices, through the prevalent fear that prices may be unduly cut, by the jobbing trade using as a base announced prices at which no stock orders had yet been taken. This is a season when the manufacturers, being full of orders, prefer that the retailers' requirements should go toward increasing the sales of the jobbers, especially when the chance of their being attended to promptly is more certain in that direction.

Wire Nails: It would seem as though the manufacturers controlling the output and prices of this staple line, believe the limit of advance in price is not yet reached. Since our previous issue, the American Steel & Wire Co. have made another advance of 15 cents per keg. The prices now quoted the trade are for delivery at ordering destination, freight being added from mill delivery points, Cleveland or Pittsburg. There are, of course, a number of orders for nails, booked at the mills for future delivery, by jobbers in carload lots, and at prices all the way along at the different changes since December 27th. That this state of affairs may affect the jobbing trade at a later date is apprehended, nails usually becoming the keynote of business when the jobbers' travelers set out to compare notes with the retailers of his territory. We quote as follows, f.o.b. Pittsburg or Cleveland, the prices being graded as indicated: To jobbers handling carload lots, $2; less than carload lots, $2.02½. To retailers, in carload lots, $2.05; less than carload lots, $2.15. New York market is indicated in the following quotations: Carload lots on dock, $2.20; small lots from store, $2.40.

Cut Nails: The market for cut nails is strengthened materially by the conditions of the wire market. Prices, while varying between the mills, are stronger and higher than have previously obtained; and the difference being still largely in favor of cut nails as compared with its more active competitor, may be the means of an increased distribution in sections where their increased holding advantages would commend their more extended use. New York prices may be quoted as follows: Car load lots on dock $1.75. Small lots from store $1.85.

Barb Wire: As an advance in price was made since our previous issue, of 15 cents, the present quotations may be quoted as follows, f. o. b. Pittsburg or Cleveland: To jobbers in carload lots, painted, $2.10; galvanized, $2.50; to retailers, carload lots, painted $2.15; galvanized, $2.55; less than carload lots, painted, $2.25; galvanized, $2.65. New York prices, carload lots on dock; four point galvanized, $2.65. Small lots from store $2.75. Painted 40 cents less.

Smooth Wire: Being subject to the same conditions governing advance in prices as other wire products of similar character, the price over previous report has advanced 15 cents, so that the market is now represented by the quotation for plain wire of $1.85 base f.o.b. Cleveland or Pittsburgh to largest buyers, single carloads, $1.90, for plain and $2.30 for galvanized. Less than carloads, $2. f.o.b. Cleveland or Pittsburg, galvanized, $2.40. Notwithstanding the rapidly fluctuating prices that govern this commodity, an unprecedented business is being done, and difficulty is experienced by manufacturers to whom this is necessary material, in obtaining promptly a full supply for their current wants.

Shovels and Spades: The Association of Manufacturers of Shovels, etc., at a recent meeting decided upon an advance of 75 cents per dozen; to take effect at once. This action on their part has strengthened the market perceptibly, and the jobbers are making an effort to obtain the advance wherever possible.

Spring Balances: Under date of March 15th, the following announcement is made:

To the Trade: In consequence of the continued advances in cost of raw material, as well as the extreme low prices at which Spring Balances have been selling, we are compelled to cancel all quotations on these goods.

New prices will be furnished on application.

JOHN CHATILLON & SONS.

The new prices announced by the above firm are as follows:

Class A, Light Straight Balances	discount,	50%
" A1 and A2, Heavy Straight Balances	"	40&10%
" B, Ice Balances.	"	50&10%
" C, Circle Balances	"	50&10%
" D, Balances, with large dials	"	35%
No. 2 Scale Beams	"	50%
No. 1 "	"	40%

Wood Screws: Under date of March 21st, the following advanced prices on Iron Wood Screws have been announced by the manufacturers:

Flat Head Iron	Discounts,	85%
Round Head Iron	"	82½%
Oval Head Iron	"	82½%

Subject to change of the market without notice. Terms, Cash within 30 days. No prices guaranteed.

Binder Twine: The present prices on binder twine are as follows:

White Sisal, 500 feet to pound	9 cents
Standard, 500 feet to pound	9 "
Manila, 600 feet to pound	9¼ "
Pure Manila, 650 feet to pound	10¼ "

Prices are for carload lots, f.o.b. Eastern factories. An advance of ¼ cent per pound is charged in less than carload lots.

Cordage: The present prices on manila and sisal rope are represented by the following:

Manila, 7-16 inch and larger	per pound,	9¼	cents
" ⅜ inch.	"	9¾	"
" ¼ and 5-16 inch.	"	10¼	"
Sisal, 7-16 inch and larger.	"	8¼	"
" ⅜ inch..	"	8¾	"
" ¼ and 5-16 inch.	"	9¼	"
" Lath Yarn.	"	7¾	"

Prices are for carload lots, f.o.b. Eastern factories. For less than carload lots the customary advance of ¼ cent is charged.

Horse and Mule Shoes: The Rhode Island Perkins Horse Shoe Co., Providence, R. I., under date of March 15th, announce the following changes in prices:

To the Trade: The present prices for Horse and Mule Shoes of our manufacture are as follows, viz.:

Perkins Extra Light, Light, Medium and Heavy Pattern Horse Shoes, No. 2 and Larger	per pound,	3	cents
" Long Heel Shoes, No. 2 and Larger	"	3	"
" Favorite Shoes, No 2 and Larger	"	3	"
" Iron Countersunk Shoes, No. 2 and Larger	"	3	"
" Snow, Road or Trotting Shoes, No 2 and Larger.	"	3½	"
All above Shoes No 1 and Smaller, 3¼ cents per pound.			
Perkins Mule Shoes, No. 1 and Larger	per pound,	3	cents
" o and oo Mule Shoes	"	4½	"
" Jack Shoes	"	5½	"
" X. L. Steel Horse Shoes	"	3½	"
" Cow Boy Shoes	"	4	"
" Cow Boy Shoes, Plain	"	3½	"
" Calked Shoes	"	3¾	"
" Calked Mule Shoes	"	4	"
" Thin Steel Countersunk Shoes, No. 1 and Smaller	"	4¼	"
" " " " No. 2 and Larger	"	4	"
All above subject to freight equalization to all points.			
Perkins Light, Medium and Heavy Toe Weight Shoes	per pound,	4¼	cents
" Extra Light and Light Side Weight Shoes	"	6½	"
Goodenough Army and Heavy Patterns	"	3¼	"
Winter Pattern	"	3¾	"

Freight on board cars at Valley Falls, R. I. No freight allowance.

Terms of payment: Cash in thirty days from date of invoice, or two per cent. discount for cash in ten days. Interest at six per cent. to be added to all accounts not paid at maturity. We decline to book orders for future delivery, except at prices ruling at time of shipment. Strikes of operatives or suspension in case of fire will relieve us from prompt fulfillment of contracts. Shoes assorted as required. RHODE ISLAND PERKINS HORSE SHOE CO.

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Steel Goods, Etc.: The Iowa Farming Tool Co., Fort Madison, Iowa, under date of February 23rd, announce the following revised prices, which are subject to change without notice:

SNATHS AND CRADLES.

These goods will be sold only by the National Snath Co., Erie, Pa. ..... 55&60%

FORKS.

Victor Hay ..... 60, 33⅓&2½%
" Manure ..... 75&5%
" Header ..... 70&12½%
Columbia Hay ..... 70&7½%
" Manure ..... 75&5%
" Spading ..... 66⅔&25%
Champion Hay ..... 70&10%
" Manure 75%
" Stable 75%
" Junior Header ..... 60, 30&2½%
" Header ..... 60&33⅓%
" Deep Dish Header ..... 60&33⅓%
Boys 2 Tine Hay ..... 70&2%
" 3 " ..... 70&2%
2 Tine Hay ..... 70&2%
3 " ..... 70&2%
4 Tine Manure ..... 66⅔&20%
5 " ..... 60, 30&2½%
6 " ..... 50, 40&10%
Spading, 4 Tine ..... 70&12½%
" Jumbo and 5 Tine ..... 70&12½%
* " Boys No. B 4 D., No. B 4 L. ..... 70&2%
3 Tine Hay, 13 in ..... 70&2%
3 " 14, 15 and 16 in. ..... 66⅔&15%
3 Tine Header ..... 70&7½%
Hay Baler ..... 70&7½%
4 Tine Header, Round Shoulder ..... 70&5%
4 " Square Shoulder ..... 70&5
Deep Dish Header ..... 70&5%
Grain, 17 in 70%
Grain or Barley ..... 70&5%
*General Utility, No. 10 ..... 50%
* " No S10 ..... 50%
*Coke, No. 40, 10 tine 50%
" No. 42, 12 tine 50%
" No. 44, 14 tine 50%
" No 46, 16 tine 50%
*Sluice, No. 50, No. 51 ..... 50%
*Stone, No. 80, No. 81 ..... 50%
" No. 100, No. 101 ..... 50%

HOES.

*Cut-Easy, No. K 1 ..... net, $4 50
" No. K 5 ..... " 4.50
" No. K 10 ..... " 4.50
" No. K 11 ..... " 4.50
" No. K 12 ..... " 4 50
Crucible ..... 75, 10&12%
Corn ..... 60, 40&5%
Garden ..... 60, 40&5%
Ladies, Toy ..... 75&12½%
Boys 80%
Meadow and Rhode Island ..... 75, 10&7½%
Riveted Sock and Shank ..... 75&10%
Nursery, Strawberry, Etc ..... 75, 10&7½%
Mortar ..... 75&15%
Dixie Heavy Planter ..... 75&16⅔%
Straight Shank Planter 80%
Fort Madison Cotton ..... 75, 10&2½%
Straight Shank Cotton ..... 75&16⅔%
Texas ..... 75, 10&2½%
Southern Meadow ..... 75, 10&7½%
Cotton Chopper ..... 75&15%
*Dixie Tobacco Shank ..... 75&10%
Ladies' Cotton, Garden Pattern.—Not in Catalogue:
6, 6½ and 7 in. Shank, 5 ft. Handle ..... doz. base, $2.70
7½ and 8 in Shank, 5 ft Handle ..... " 2.85
If with Cap on Ferrule, add ..... " .10
If with 5½ ft. Handle, add ..... " .18
Add for Socket Pattern ..... " .35
*Sprouting ..... net, 4.25
*Crescent Cultivator, No. 66 ..... " 3.50
" " No. 67 ..... " 3.75
* " Double Bit, No. 70 ..... " 3.75
*Mattock, No. 75 ..... " 4 00
* " Junior, No. 77 ..... " 3.75
*Street Commissioner ..... " 4.50
*Scuffle, No 82 ..... " 3.00
*R. R. Scuffle, No 84 ..... " 3.25
*R. R Scuffle No. 88 ..... " 4 00
*Victor Garden Cultivator ..... " 8.50

RAKES.

Prize Bow-Braced ..... 75&10%
Peerless Shank ..... 75&5%
" Socket ..... 75&5%
Toy Shank ..... 70&10%
*Malleable: Heavy, Braced Shank ..... 70..10%
Light, " " ..... 70&10%
Heavy, Single " ..... 70&10%
*Lawn, No. 1 ..... net, $3 00; No. 2, net, $2.75
Turf Edger ..... 60, 10&2%

WEEDERS.

All kinds ..... 70, 10&5%

HOOKS.

Potato ..... 75&5%
Manure and Jumbo ..... 75&5%
Clam 70%

*These items are not classed with Steel Goods.

Screen Doors and Window Screens: We have received the following, which indicates the present condition of this industry:

Fenton, Mich., March 13, '99.

Gentlemen: All quotations on Screen Doors and Window Screens are hereby withdrawn.

This action is made necessary by advances in cost of Lumber, Wire Cloth and other materials.

We shall, of course, complete our unfilled contracts, but give this timely notice so that our customers may secure better prices for what they sell beyond the amounts contracted for.

We shall be pleased to submit prices at any time for immediate acceptance. Yours very truly,

THE A. J. PHILLIPS CO.

Linseed Oil: The Dean Linseed Oil Co., No. 181 Front Street, New York, under date of March 15th, quote as follows: In lots of less than 5 barrels, 46 cents per gallon; in lots of 5 barrels or more, 45 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw; Calcutta oil, 56 cents per gallon. Above prices are subject to change without notice.

THE PHILADELPHIA TRADE.

Just now, the most pressing need is some bright and warm weather. March is almost at an end, but the cold and wet weather have prevented farming operations to a large extent, and somewhat retarded trade. Perhaps, however, it is just as well that the trade for seasonable goods has been kept back, as there is almost a famine on wire cloth and some other kinds of spring goods, and orders are very difficult to fill and the late season will probably aid both jobbers and manufacturers to fill their orders more satisfactorily.

The steel and iron markets are still in an excited state, and, for sometime, it has not been a question of price but of ability to deliver. Already, we hear of a number of factories having great difficulty in obtaining raw material—in fact, some shut downs are reported in consequence.

Prices, as might be expected, are still advancing, and conservative manufacturers who have, until now, refused to take part in the advance are feeling obliged to fall into line, while, in a number of cases, second advances are being reported. It is generally recognized the price of Hardware has been too low and unremunerative and it looks as if quotations would be considerably higher in the near future.

The demand for general hardware continues good—trade being in excess of the same period last year, with prospects of a very material advance for the next few months.

Collections are fair, and the general increase in wages is bound to have a strong effect on the purchasing power of the community, and, at present the outlook is for a good and lively spring trade. BIDDLE HARDWARE CO.

THE BALTIMORE TRADE.

The spring trade, like the latest spring bonnet, is lovely, and there is a great deal of both in evidence. Collections are on the flood tide, and we might temporarily lead a charmed existence were it not for the aggravations occasioned by certain manufacturers respecting the filling of contracts we have placed with them. Whilst we are satisfied from advices received that in some cases the manufacturer is excusable, in others there is a flagrant disregard of all precedent. One manufacturer in a small town in a neighboring State whose representative accepted, in November last, in writing, or order for 300 rolls of screen wire cloth for the coming season's requirements, and to be specified as wanted, had the nerve to inform us a few days since, when we sent them the first specification applying on contract to be shipped April 1st, that we had no contract with them, that their traveling salesman was not authorized to accept contracts without their approval, and that their output for the season is entirely sold. This communication, besides suggesting an advance in wire cloth, gives the jobber a status of a case that will forcibly remind him of the calibre of the manufacturer in question.

A manufacturer of steel goods is also deserving of censure, as we have positive knowledge of a difference between our quotation and that recently made one of our competitors on the same line, when the manufacturer's letter advises us that we have received the lowest quotation they have made any one, and if the other fellow got a lower price, it was in error. Errors of this nature naturally excite suspicion, and keep the jobbers on the alert to trap the foxy. If it is necessary to purchase a stated quantity to secure the lowest price, it would be only fair to let the jobber

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know it, as in our opinion all Hardware jobbers who discount their bills, whether traveling five, ten or twenty salesmen, are entitled to the same consideration, and if there is unjust discrimination, harmony will cease to exist and a war in prices is likely to follow.

The manufacturers are fairly tumbling over each other to get into consolidations and trusts, and when their wild dream is realized they put on a saucy air, fire a new-born price at the jobber, and look forward to a day in the near future when they can trot in the class of great magnates—but we are more likely to see in a few years, sitting on a country fence rail, many of these spirits dejected and crestfallen with a long tale of woe and large experience.

H. W. WEBB & SONS.

THE KANSAS CITY TRADE.

We have our usual report to make. Bad weather in some respects, but a big, booming business.

Orders are not individually large, but well assorted and numerous enough to keep us working overtime often.

In truth, the business of Kansas City is outgrowing its clothes; so much so that at times the freight depots are literally swamped with deliveries, and shipments are delayed two and three days. Thus it is that the process of expansion continues—and we are expanding with it.

We are advancing prices conservatively; we are not unduly frightened. We are selling goods in a way to make us very satisfactory profits, but we are not of ourselves checking the outflow, by scaring customers to death with speculative prices.

Our contracts are secured, our expenses are fixed, our greed is limited, our customers are appreciative, and they are not uninformed of the movement and trend of events.

This wild craze that has taken possession of the manufacturing interests of this country is as certainly destined to result in humiliating, disastrous and deplorable effects, in which innocent people will suffer, as did the bursting of any other inflated "boom" of days gone by. True enough many conditions differ now from those that have heretofore obtained; but no other conclusion can be reached in the light of this frantic and insane desire to "consolidate," "combine," "pool," than that an era of feverish speculation has set in, and that form of speculation is to "water stock," sell the shares, take in the "suckers," artificially create values, get rich in a hurry, and let the rest of the world go straight to the devil, or anywhere else.

Let the public who have bought these millions upon millions of shares of "stock," presented by slick and wily stock jobbers, beware of the day of judgment.

The same men who promised great increase in values have got forces to "buck" which are not purchasable, and which are not ever false to their inviolability.

The laws of compensation, distribution, creation, are not excitable, not subject to consolidation and trust methods for a long period of time, and soon or late they commence to react. We are prepared for the reaction. We intend to keep just that way.

"Whom the gods would destroy they first make mad," and the noise of the tumult which is going through the land regarding these legalized plunderers, is not the wind among the branches, but is the ground swell of a mighty disturbance which, when it is ended will have shown some of the power which has been usurped by greed and lust for wealth. Call this writer a "pessimist" if you wish, but keep in view a clear conception of what the past 60 days has developed and then get in a retrospective mood and draw your own conclusions. The creature is never greater than its creator, and restricted outputs, and all other conjurings used to force values above anything natural always did and will yet bring dire disaster to the "promoters."

Near the close of the 14th century when John Wickliff was waging a tremendous warfare against superstition and ignorance, which was retarding the intellectual progress of the world, his persecutors assembled to hurl their anathemas and excommunications against him. Just preceding the assembly an earthquake occurred which the fearless Wickliff afterward used in ridicule—denominating this counsel as "the earthquake council."

Near the close of the 19th century another warfare is raging. Ignorance and superstition are yet extant in the world, but in the United States just now the strife is not between the forces of darkness and light, so much as between rapacious, uncontrolablle lust and greed for wealth, and on the other hand the wage-earners and those who wish to become wage-earners.

Some day the wage-earner, the man who creates wealth, will assemble in council. An earthquake will follow, not precede the council, and the wage earner will shut the door upon a large part of the anatomy of his whilom friend, the unselfish? kind hearted? generous? meek? "trust." No one of sense expects to do away with "trusts." Anyone without much sense ought to know that the trusts will never voluntarily go out of business, but involuntary or otherwise they will some day retire from some things which they now assume, because they dare, not because they are legal or right.

Without having access to his books, the writer will quote from memory as nearly as he can, words from *Longfellow* as he remembers:

"Though the mills of God grind slowly,
Yet they grind exceeding small,
Though He stands and waits with patience
With exactness grinds He all."

We think we may anticipate the same favorable "trade" which we are now experiencing. Local conditions favor it. Collections are only fair, failures very rare. Business transfers are frequent. We have advanced sheet metals with the market, and bar iron we are yet holding at only one advance, whereas two or three have been made to us. As before said, we are not unduly frightened. We have a few goods and we are making money on everything we sell. We will remain near the rear in advances; we will have a less distance to drop. We are selling our share,—we are very willing to part with our goods at our prices. Some wholesalers forget to think. Afterward they think to forget.

Most of us have passed through attacks of both diseases. They are worse than the itch; more abominable than la grippe, and that we shall succeed in striking a happy medium is the wish of H. C. RUSHMORE.

THE CHICAGO TRADE.

Much of our business last month consisted of future orders that our ambitious force of traveling salesmen had sold to customers earlier in the year at old prices before advances had taken place. As the goods went out of our shipping room in large quantities and we looked over the invoices, we could not help but think that Hardware was being sold too cheaply.

However, at the close of February, when we came to foot up our sales, we discovered, even at the low prices, our business for the past month had footed up 50 per cent. more than the sales for February, 1898, and a little over 100 per cent. more than our sales for February, 1897.

The way our business piled up the first four or five days in March indicated that we were about to surpass by a large majority any month since we entered into the Hardware trade, and now that we are selling goods at better prices our salesmen find that it is much easier to make sales and give satisfaction if we can guarantee the retailer our ability to deliver all the goods purchased.

Recent days have witnessed quite a number of changes in our market in the way of advances on cut and wire nails, sheet steel, sheet iron, carriage bolts, rules and many similar lines,

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We learn that a number of other advances are being contemplated by manufacturers, and from all that we can gather through the traveling salesmen, it seems that the field is ripe for an improvement in that direction, and that consumers and retailers alike are not averse to paying a slightly higher price for shelf and heavy Hardware.

Throughout all sections of the Northwest prospects for business were never better, and, personally, we have never had such bright prospects ahead as at the present time.

One of our best salesmen, enclosing a letter with a very large batch of orders, wrote to us in this wise: "It is a snap to take orders at the present time. I only hope that these good times will continue for nine straight innings."

This quotation from one of our salesmen's letters is an index of the cheerfulness and hopeful feeling of all of our salesmen on the road at the present time.

WELLS & NELLEGAR CO.

THE MINNEAPOLIS TRADE.

Indications for business are very good with us here. We feel confident there will be more building in Minneapolis the coming season than for a number of years past, and people generally are paying the advances without much question. While we do not think at the present time there have been greater advances than might be expected, isn't there a prospect that the market will run away with itself, and much harm result? It seems to us that a very conservative policy should be pursued. We think the trade is generally taking advantage of the situation and are marking up their goods accordingly. Trade so far this year has been very good; much better than for several previous years, and collections generally are very satisfactory.

W. K. MORISON & CO.

THE SAGINAW TRADE.

Business in this part of the country has not started up yet, on account of our backward season. To-day it is snowing hard, the sleighing is good, and it looks more like winter than at any time this year. The country merchants, therefore, are not sending in many orders.

Such great and rapid advances as there have been of late, on iron and other metals, and goods made from same, only come once in a person's lifetime, and the jobbers in this part of the State are inclined to take advantage of the advances, and on that account the business prospects for 1899 are extraordinarily flattering.

There is a beet sugar factory within ten miles of us that went into operation last fall and has had a very profitable business. There are three others within a few miles of our city, which will be completed in time to make sugar from beets next fall. Our lately developed coal fields are turning out quite well, and there are a number of new mines to to be opened in the spring. MORLEY BROS.

THE BOSTON TRADE.

The excitement of January and February still lingers with us, and every mail brings some notification of an advance or withdrawing of existing quotations and will quote "upon application." Manufacturers report plenty of orders on their books, and judging from the delay in receiving goods ordered early in the season, it looks as if it might be some time before shipment would be made promptly and the supply equal the demand.

The opinions regarding the present conditions of the markets are widely at variance, but the more conservative and experienced heads are somewhat doubtful as to the possibility of holding all the advances even through the present year.

There has been an immense demand upon the manufacturers for goods of all kinds, which is partly speculation and partly to cover legitimate wants for seasonable goods. The actual increased demand from the consumer has not yet appeared, and until it does come we do not believe that many of the present advances can hold.

The cold weather is holding trade back somewhat, but there is an active demand for seasonable goods, and prices are being well maintained.

The recent advance in shovels did not come unexpected, and judging from the number of unsolicited orders for these goods, it was even anticipated by the retail trade.

FRYE, PHIPPS & CO.

THE CLEVELAND TRADE.

A large advance on staple goods will seriously interfere with our export trade, which will also stimulate manufacturing, by starting all the idle wheels in the country. How long will the home market absorb this surplus? The speculative feeling has done much to increase the price, but it is not strong enough to maintain the market at even its present advance.

Manufacturers are likely to find an overproduction before the summer of '99 is over. The ore, coal and transportation is abundant, and facilities for manufacturing and oversupply for the home market, and the country will not long submit to a tariff that serves only to enrich the capitalists at the expense of the consumer.

A few of the stronger combinations will make the price for export and another for the home market, but where there is competition, the price must be equal. Where there is no competition, the tariff will be a disgrace.

American made goods must be sold to our own people as low as they are sold for export, or the people will not be long in determining what remedy is needed. Banks and trust companies who are underwriting these combinations, and others who are investing in their stocks and bonds, are likely to be shorn lambs unless the country can be held in bondage by combinations. The reckless purchases being made of mills by some of them indicates a degree of desperation equal to the attempt to rob a train. We shall see whether the public will throw up its hands or fight.

LOCKWOOD-TAYLOR HARDWARE CO.

THE COLUMBUS TRADE.

Trade is excellent, and as far as we know, jobbers are all busy as nailers. We are experiencing the very trouble we anticipated in getting goods promptly. It is next to an impossibility to get steel goods, poultry netting, wire cloth, wagon Hardware and many other goods. A great many retailers gave orders for goods to be shipped April 1st to 15th, and found they wanted them sooner, but it is hard to get shipments. It is the custom of manufacturers to gobble up all the orders they can get, knowing at the time they cannot fill near all of them in time for the season's trade. We think they should refuse orders beyond their capacity to fill. We think there are enough factories in most lines to supply all wants, and no manufacturer has the right to load up on orders he cannot fill to keep some one else from getting business. A dealer writes that he mus

The Walda Sectional Window Weight

is sold only through the Hardware Trade. All inquiries referred to the local dealer. . . .

Square and Round Weights. Hang exactly from the centre. Only 10-inch pockets required. Lock at right angles. Take place of lead weights at one-sixth the cost. Save time and delay by balancing exactly at once.



Weights crated with 100 lbs. in Box; both plainly marked.

The Hardware Dealer requires only five sizes to fill any order. . . .

SEND FOR CIRCULAR.

Barney & Reed Mfg. Co., 85 WATER ST., BOSTON, MASS.

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have goods at once, as he is losing sales, and gets a letter from the manufacturer saying he expects to ship in a short time, or will ship in two weeks, and trusts it will be entirely satisfactory. He surely knows it will not be satisfactory, as the trade may be practically over by that time, on the article.

We fear goods are getting too high; $13 a ton on iron is a pretty stiff advance; $18 a ton on steel tire is more than the advance in raw material justifies. This is true on a great many other articles. It will be the same old story—prices are bound to seek their level. We never could understand why American manufacturers will put prices clear above their legitimate value, thereby inducing new competition that may be a thorn in their flesh for many years. Their motto seems to be a "feast or famine."

We are having spring weather now. Wheat, grass and robins are looking well. SMITH BROS. HARDWARE CO.

THE DAVENPORT TRADE.

The Iowa Hardware Jobbers' Association held their regular quarterly meeting at Des Moines on the 15th and 16th inst. Peace and harmony prevailed; a resolution was passed naming Des Moines as the place of its next meeting in June. This will make the third meeting in succession of the association at that point, and may give the town some prominence.

The American Steel & Wire Co. have placed the Ellwood woven wire fence between themselves and the jobbers. If this does not keep the aforesaid jobbers away from them, will they try barb wire fencing? Time will tell, and we may not have long to wait.

The Crescent Bridge across the Mississippi is completed, giving us bridge competition which we have not heretofore enjoyed. The newspapers report that the contracts are let for building the new railroad between Davenport and Clinton. We hope the reports are true. The ice departed on its regular annual tour to the Sunny South last Sunday and the sound of the steamboat whistles is again heard.

The last Congress appropriated funds for manufacturing small arms at the arsenal here.

Pearl buttons are not Hardware, but a new factory starting here, making three that we have in all, suggests increased sales of files. By the way, some of your readers may not know that this is the centre of the pearl button industry of this country. It was stated at a recent meeting of the Davenport Business Men's Association that this industry had brought to this locality a million and a half dollars during the last four years, and that eighty per cent. of the pearl buttons used in the United States are now made here. Only a few years ago these goods were all imported.

The stocks of Hardware in stores have been accumulating, and the increase in sales over previous years may not be so great in the future as they have been during December, January and February, although March will show a marked gain over last week.

SICKELS, PRESTON & NUTTING CO.

THE PITTSBURG TRADE.

Only those who can remember the days of 1861 have any precedent for the present rapid advance in the value of Hardware. The merchant of that day had only to hold on to his goods and keep marking them up for a year or two to get rich. Whether that plan will hold good now, no one can tell certainly, but not many will have the nerve to try it. People have had such an experience of the enormous produding capacity of our manufacturers, under the reign of low prices, that it will be hard to convince them that anything more than a moderate advance can be maintained.

The sudden rise in raw material, pig iron and billets, is of course the basis of advance in heavy Hardware and conditions in our own country and Europe are such that these prices will hold for the rest of this year certainly; how much longer it is hard to say, but Hardware must be higher when iron, copper, tin, etc., which enter into it remain at present prices.

There are general conditions which however affect the situation. The enforced economies of the past six years used up all the tools and supplies in the hands of farmers and mechanics. The enormous crops of the past three years sold at good prices have put money into the hands of the farming community and started them to buying. This started the shops and mills; and wages are advanced, adding enormously to the purchasing power of the army of employees. Confidence has been fully restored and capital has come out of its hiding places in such quantity as was not thought to exist. All this means prosperity, and prosperity means good prices, so that for a year or two at least we may expect prices to remain at a higher level.

Jobbing trade is good, especially in manufacturing districts. Country towns have been stuck in the mud for a week or two, but a few days' bright weather will cure that. St. Patrick's day, proverbially stormy, has been bright and pleasant and spring weather from this time on will bring a rush of trade, LOGAN-GREGG HARDWARE CO.

THE OMAHA TRADE.

Cold, raw, unpleasant weather has had a tendeney to limit the volume of business to an extent and curtail what would otherwise be an unusually active trade. But in spite of this fact, the indications are that below the bad weather is an active trade only waiting for an opportunity to spring into an activity that will tax the facilities of both jobbers and manufacturers to the largest extent to take care of it. The scarcity of goods is already a noticeable feature and without doubt will be even more marked as the spring advances. When the purchasing power of the community is low every inducement that may be offered in the way of prices, etc., apparently has little inducement to stimulate any unusual activity in trade, but when the people have the ability to buy, the disposition usually follows along with it and no advance in prices, provided it is a reasonable one, appears to have any effect at all in keeping back the volume of business. It might be further considered that the stocks carried by the retail dealers are larger than the average, many purchases being made in anticipation of still higher prices and the same theory applies to purchases from the manufacturers. Under the circumstances it is not surprising that the volume of business is noticeably large and the difficulty in procuring goods more of a feature than the ability to make disposition of them.

Collections are better than might be expected with the condition of the roads and the weather, and when spring opens up, undoubtedly the demand for season goods will be very largely in excess of the ability of the manufacturer and jobbers to supply, and this year, at least, the party who places his orders early and gets his goods in advance of his needs will have an advantage over his slower competitor that will be worth having.

RECTOR & WILHELMY CO.

SMOKELESS POWDER FOR RIFLES, REVOLVERS, SHOTGUNS.

Laflin & Rand smokeless powder is manufactured under what is known as the colloid process. This consists in having the explosive agents incorporated in a gellatin substance which dries into a semi-transparent mass that is hard and absolutely waterproof. This powder is not granulated and screened, but is cut into exact sizes by revolving knives. The result of this system of manufacture is that every grain contains the same amount of explosive and exerts the same bursting power. The manufacturers guarantee the powder to be absolutely smokeless, to be high in velocity and low in breech pressure, and to be wholly unaffected by heat or cold, dryness or dampness. If you are interested in smokeless powder call at this office or write for information.

LAFLIN & RAND POWDER CO., NEW YORK.

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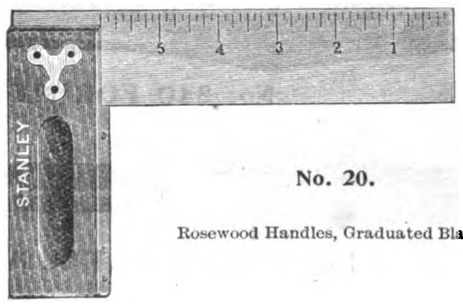
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Regulates supply of oil to a drop.
DOES NOT LEAK
We make cheaper oilers also, unequalled for PRICE and QUALITY.
Cushman & Denison, 172 9th Ave., N. Y.

IMPROVED
Labor-Saving
CARPENTERS' TOOLS.
STANLEY
RULE & LEVEL CO.
New Britain, Conn.
SOLD BY ALL
Hardware Dealers.

Stanley's Improved Try Squares.



No. 20.
Rosewood Handles, Graduated Blades.

Water Power in Switzerland.

Switzerland has for many years been noted for its extensive use of water power, but in the last few years there has been a notable increase in the number of power plants, as well as in their character. The introduction of electric transmission has made it possible to use many streams which previously were unavailable, and the demonstration of the practicability of using electric motors in the place of steam locomotives for mountain roads has opened a new field for hydraulic and electrical industry.

There are many small streams, furnishing only a few cubic feet of water per second, which in a mountainous country can be tapped several hundred feet above the point where a power house can be conveniently built, and a cheap pipe line is all that is necessary to direct this energy upon the buckets of a Pelton impulse wheel or a Girard turbine, converting nearly all the power into a form most readily applicable to the generation of electricity.

Instead of the puffing, jerking locomotive so well known to all who have made the ascents of the Swiss mountain roads, the smoothly running motor will form a most acceptable substitute, and the weight of the descending water will practically act as a counterpoise to that of the ascending train.

There is not the demand in this country for mountain climbing roads that there is in the favored land of tourists, but there is no reason why many minor streams should not be pressed into the service of man in other ways. We have many such sources of power in mountainous regions not too far from points of utilization to be neglected, and instead of searching for enormous water rights and organizing great development companies, some time and energy might well be spent in harnessing the mountain streams of America and setting them to work in the same effective manner as has been done with those of Switzerland.—*The Engineer.*

HARDWARE costs only One Dollar a year.

Side Line Wanted.

PRACTICAL Hardware salesman wants good selling line of builders' or house-furnishing Hardware on commission. Chicago and vicinity retail trade. W. S., No. 259 Harrison Street, Chicago, Ill.

A. E. HUTCHINSON,
Reliable . . . .
Circular and Band Saws,
Filing Machines and Sets,
Emery Wheels,
792 Broad St., NEWARK, N. J.



CALCIUM KING
ACETYLENE GAS
BICYCLE LAMP
Built on scientific principles.
NO SMOKE.
CANNOT JAR OUT OR BLOW OUT.
CHARGED AND RECHARGED QUICKLY.
Send for Descriptive Booklet.
CALCIUM KING LAMP CO.,
Waterbury, Conn.

IVER JOHNSON CYCLES

$40 to $75. . . .

A complete line of honest, well-made wheels. They are well known, popular and in demand.

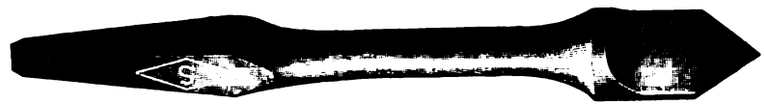
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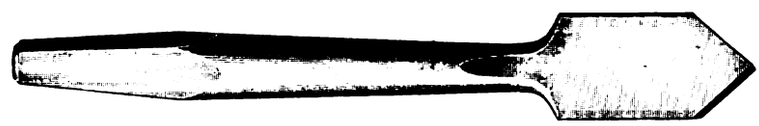
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No. 310 FOR METAL.



No. 315 FOR METAL AND WOOD.



No. 320 FOR METAL.

Mayhew's Countersinks

for Wood or Metal.

CATALOGUE ON APPLICATION.

H. H. MAYHEW CO.,

SHELBURNE FALLS, MASS., U. S. A.

The Origin of Metal Currency.

In the early ages of mankind, all commerce was conducted by means of barter. The tradesman exchanged his cattle for goods, and the merchant his goods for food to eat. But such a status of affairs could not continue long and the necessities of mankind led to the substitution of a medium of exchange, or representative of value. The precious metals, from their intrinsic worth. as well as their portable character, naturally suggested themselves for this purpose. At first, however, they were used in bars, without stamp or coinage, and were necessarily weighed and assayed at every transfer. But the inconvenience of this method soon became apparent, and the expedient was soon hit upon of establishing the weight and authenticating the value by a mark or symbol. Soon after, that the needs of trade might be further met, the bars were made of various sizes. Finally, to still further impress the character of a legalized currency on the gold, silver, bronze or copper employed, appropriate shapes were selected, the circular form being that most generally adopted.

It was not always, however, that money was made round. Our British ancestors, prior to the invasion of Julius Caesar, employed rings, sometimes singly, but oftener made into a chain. Large quantities of this species of coin have been unearthed in England, Ireland, Scotland and Wales. The smallest piece of money of this description which has been discovered is a gold ring weighing half a pennyweight. But others containing three times this weight, and up to a pound Troy, have also been dug up, thus proving that the rings were not intended for ornaments, but for currency.

Even among the Romans, circular coins were not in use until the time of Servius Tullius, and in Great Britain they were not employed until some time after the Caesarian conquest.

Of all ancient nations, the Greeks produced the most beautiful coins, those of the Romans not being particularly attractive until a late period in their history.

The method of stamping the piece of money was simple. Usually, the blow which made the impression was struck by a hammer, and, at first, the die was cut in the face of the instrument itself. So late as two centuries ago, the coining of money, even in England, was conducted after a rude fashion, and many a Spanish coin, still in evidence, bears decisive proof of uncouth coinage.

Even now, at the close of the great Nineteenth Century, a century which marks greater advance in the arts and sciences than any preceding, a large amount of the coin of Europe is disgraceful to art, and is frequently basely alloyed. The exceptions are the coins of England, France, Belgium and Prussia.

Some of the finest coins and medals ever made were those issued by the Emperor Napoleon. The worst executed coins, among civilized nations, are those of Mexico and the South American States.

Money, according to the encyclopedia, is a word derived from the temple of Jupiter, *moneta*, where a metallic currency was first struck by the ancients. Cash comes from the French word *caisse*, a coffer or chest in which money is kept. The word pecuniary is derived from *pecus*, the Latin word signifying a flock or herd of animals, these constituting, in the earlier ages, the equivalents of money. —*Michigan Tradesman.*

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,

COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

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A "HARDWARE JOBDERS'" NUMDER.

OUR ANNIVERSARY ISSUE OF APRIL 10, 1899, WILL BE DEDICATED TO THE

HARDWARE JOBBERS OF AMERICA.

It will be Handsome, Artistic, Timely, of Permanent Value, and will go into the hands of the Jobbers of the World.

On April 10, 1898, the Eighth Anniversary of the founding of *Hardware*, we published the largest, handsomest and most artistic number that was ever presented by anybody, anywhere, to the Hardware trade.

It was devoted to the Hardware Associations of America; was read by everybody; went into every corner of the globe; was laid away for preservation and future reference by the majority of its readers; and won golden words of commendation from the trade.

This great number is to be duplicated on our Ninth Anniversary of April 10, 1899.

The special branch of the trade to which it will be devoted may be learned from the following title, which will appear upon the cover of that issue:

"HARDWARE JOBBERS' NUMBER."

This seems to us to be the most timely subject that can be chosen, now that the questions touching upon the jobbing trade are being so generally discussed, and so many points continually raised as to the exact status of the jobber before the trade; the extent of his influence; his proper sphere of endeavor; his relation to the manufacturers on the one hand, and to the retailers on the other; his restrictions, and the temptations that beset him in securing trade; and various other points of vital importance that touch upon his very existence, and relate to his status in the future. All these questions, and many more that will readily present themselves, will be fully discussed by men competent to speak for the trade, and who have given serious attention to the themes upon which they have promised to write. Among the many subjects which will be discussed, the following may be named:

"The Hardware Jobber: Has he a Business Future? Is he here to Stay?"

"The Present and Future of the National Hardware Association."

"The Ethics of the Jobbing Business."

"The Hardware Jobber as a Man and Brother."

"The Jobber from the Manufacturer's Standpoint."

"The Manufacturer from the Jobber's Standpoint."

"The Jobber from the Retailer's Standpoint."

"The Retailer from the Jobber's Standpoint."

"The Western Jobber."

"The Eastern Jobber."

"The Southern Jobber."

"The Northern Jobber."

"The Central Jobber."

"The Pacific Coast Jobber.

"The Canadian Jobber."

"The Past of the National Hardware Association."

"Other Hardware Jobbers' Associations."

"The Package and Cartage Question."

"Restrictions as to Jobbing Territory.

"How Does the Jobber's Future Look to a Man in the Corner?"

"Syndicate Buying."

"Fraternity in the Jobbing Trade."

Etc., etc., etc., etc., etc.

In the preparation of our anniversary number of last year, we received the cordial assistance and support of the trade everywhere, and the congratulations which were showered upon *Hardware* for its successful venture into this practically new field, were an ample compensation for the labor and expense involved.

We have already received sufficient assurance that this second endeavor upon the part of *Hardware* will be most earnestly appreciated and endorsed by the trade. We should be pleased to hear from our friends everywhere with such advice, suggestions or information as they can offer for the successful realization of the purpose we have in view.

HARDWARE PUBLISHING CO., No. 143 Chambers St., New York.

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RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Columbus, Ohio.—The Hall-Collins Hardware Co. has been incorporated by Frank P. Hall, Herman P. Hall, C. C. Collins, Frank W. Saches and C. H. Griswold; to carry on a general Hardware business. Capital stock, $25,000.

New York, N. Y.—W. H. Danby & Co. has been incorporated by Wm. H. Danby, Jas. C. Peabody and Jabez C. Gilbert; to deal in general Hardware. Capital stock, $15,000.

Owatonna, Minn.—Elton Bros.

Round Lake, Minn—Thomsen & Mangelson.

Sioux Falls, S. D.—The Stallman Hardware Co. has been incorporated by Edward J. Taber, John Stallman and William C. Hollister. Capital stock, $8000.

Changes and Improvements.

Arcadia, Ind. — Kech, Tomes & Sheet, succeeded by Kech & Tomes.

Bonaparte, Iowa.—Eich & Co., Hardware, dissolved.

Chicago, Ill.—Stitt & Loudon, Hardware, lumber, furniture, succeeded by Stitt & Booth.

Clarington, Ohio.—S. D. Fish has sold his stock of tinware and Hardware to L. B. Brague, who has moved it into his room with his stock purchased from E. W. Brage some time since.

Cleburne, Tex.—R. H. Cumby, Hardware and furniture, has sold out business to Knour & Nelms, of Denison, who have taken possession.

Corydon, Ind.—Long & Bro., stoves and tinware, succeeded by V. J. Bullett.

Cresson, Tex.— Mr. White, Hardware, stock purchased by H. S. Wilson, of Cleburne, who will remove stock to that city.

De Land, Fla.—Watts Bros., Hardware dealers, C. A. Miller has purchased an interest in the business.

Ennis, Tex.—C. Wilson & Co., Hardware, etc., West Avenue, stock purchased by J. Blakey & Co. The business will be continued at the same stand under the name of the Ennis Hardware Co.

Greenville, Tenn.—There is a change in the Hardware firm of J. W. Willis. Sam Willis, who is a brother of J. W. Willis, has become a partner in said firm from the first of January.

Hillsdale, Mich.—The Hardware business of Henry C. Langdon in the Toby Block, Howell Street, has been purchased by Joseph French, of this city. The business will be conducted by Mr. French's son, Frank B. French.

Hudson, N. Y.—Frank T. Punderson has purchased the old established Hardware and cutlery business of S. Augustus Du Bois, on Warren Street.

Hutchinson, Kan. — Batcheller & Wood have purchased the stock of the Hutchinson Hardware & Implement Co., at No. 114 North Main Street.

Kalona, Iowa.—Miller & Durst have assumed charge of the Rust Hardware Co.

Lamar, Mo.—Elam & Sedgwick, Hardware, succeeded by W. A. Elam.

Lansdale, Pa.—The Main Street Hardware store has again changed hands, the business now being conducted by the Lansdale Hardware Co., with Gilbert L. Thompson, manager.

Leavenworth, Kan.—J. F. Larimer, retail Hardware, retiring from business.

Lewiston, Idaho.—The Hardware business of C. C. Bunnell has been sold to George W. Fletcher, of Boise, late manaping partner of the Hardware firm of Fletcher-Steen Co., of that city.

Lisbon, Me.—Charles Allen has sold his Hardware stock to Wesley Jordan. Mr. Jordan will continue the business at the same place.

Marengo, Iowa.—Harry Dean has sold his Hardware stock to his father, J. M. Dean, and will look for a new location in northwest Iowa.

Marlboro, Mass.—Lamson & Trowbridge are inventorying their Hardware stock, preparatory to moving into the Corey Building.

Massillon, Ohio.—John Gow & Co. have leased a storeroom in the Winold Block, and will move their Hardware stock therein some time between now and the latter part of March.

Menominee, Mich.—The Northern Hardware & Supply Co. contemplate enlarging their store.

Montreal, Can. — James Hutton & Co., Hardware dealers, have dissolved partnership.

New London, Iowa.—C. W. Graham, successor to Smith & Robinson in the Hardware business, has sold a half interest to Wm. Jaques, formerly of Ottumwa. An inventory of the stock is now being taken.

Oscola, Mich.—Hutton Bros., Hardware dealers, have dissolved partnership, John Hutton having disposed of his interest to A. Hutton. The business will be conducted under the firm name of A. Hutton & Son.

Oswego, N. Y.—The Oswego Hardware Co. have purchased from F. R. Gerry his complete stock of doors, sash, glass and blinds, and will continue the business in the rooms above their present place in West First Street.

Oswego, N. Y.—Frank M. Baker & Son, Hardware dealers, who have been occupying the basement store in the block at No. 180 Front Street, have purchased the block of Mr. Stanbrough, and will occupy the three stories after Mr. Stanbrough moves.

Oswego Falls, N. Y.— J. H. Murphy, Hardware dealer, is remodeling his building on the south side of Broadway, and will convert it into a store, which he will occupy soon.

Wharton, Tex.—E. W. Redding will move to Galveston and open Hardware store.

Woodfords, Me.—Mr. Dyer, the Hardware dealer, is going out of business on account of ill health.

Recent Embarrassments.

Madelia, Minn.—Faelsta Bros., Hardware dealers, have filed petition in bankruptcy. Liabilities about $2500, with no assets.

Montreal, Can —Provost & Fleury, Hardware dealers, assigned, with liabilities placed at $7000.

Moorefield, Ont.—W. G. Simpson, Hardware merchant, has assigned to Alex. Malcolmson.

Scott, Ohio.—J. H. Rizor, Hardware dealer, has filed a petition in bankruptcy. Liabilities, $3267.11; assets, $1355.68.

Fires in Hardware Stores.

Arkport, N. Y.—Hiram Ellis, Hardware store, destroyed by fire.

Boston, Mass.—Palmer, Parker & Co., lumber and Hardware supplies, damaged by fire.

Burlington, Iowa.—Ebner's Hardware and sporting goods store has been damaged considerably by fire.

Ellettsville, Ind.—The Hardware stock of Lee Melicoat has been destroyed by fire.

Fergus Falls, Minn.—Maire & Co.'s Hardware store has been damaged by fire. Loss, $1000; insured.

Forest City, Mo.—W. H. Williams' Hardware store has been destroyed by fire. Loss, $4500; insurance, $2300.

Freelandville, Ind.—The Hardware store of Herman L. Begeman has been destroyed by fire. Loss, $1000, with only $500 insurance.

Kenedy, Tex.—J. H. Borroum's Hardware store has been destroyed by fire.

Kingston, Ont.—Chown's Hardware store has been damaged by fire.

Maryville, Mo.—W. L. Chambers' Hardware store has been destroyed by fire. Loss, $12,000; insurance, $8000.

Nanticoke, Pa.—Lecker Bros, Hardware store, destroyed by fire.

Newtown, Pa. — Harrison C. Worstalt, Hardware, store damaged by fire.

Owatonna, Minn.—Fire has damaged the stock of Hardware and other stock of Harris & Co. to the amount of $2000; insurance, $1500.

Owen Sound, Que.—The Hardware store of T. T. Thompson has been damaged by fire. Loss, $5000; insured.

Shenandoah City, Pa.—Allen H. Swalm, Hardware dealer, stock damaged by fire at a loss of $18,000.

Stillwater, Minn.—The Stillwater Hardware Co., stock, etc., damaged by fire at a loss of $5000.

Burglaries in Hardware Stores.

Knoxville, Tenn.—Adams Bros.

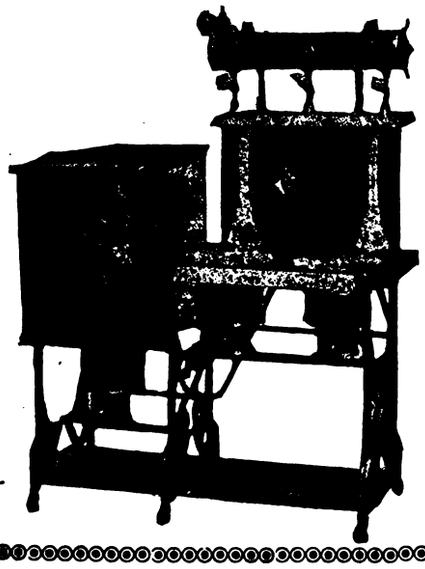
Lockport, N. Y. — John Lambert, revolvers.

Philadelphia, Pa.—John Hahn, $21.

Smithsburg, Md.—Beard & Rowe, small loss.

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With a full and complete line of Gasoline, Vapor and Evaporating Stoves Blue Flame Oil Wick and Wickless Stoves; and Gas Ranges.
We call special attention to our new

"CRESCENT" VAPOR STOVE,

which for durability, simplicity and absolute safety, is unsurpassed; no drip cup; lights instantaneous; side feed, and removable tank. The stove of the future!

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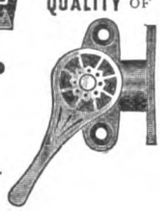
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THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



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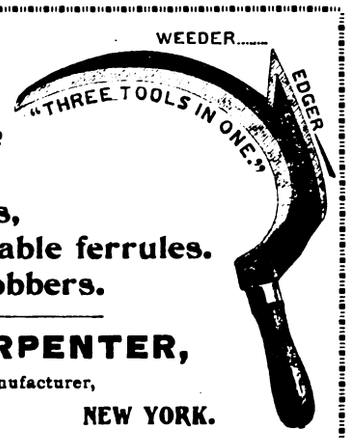
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Oil-tempered blades,
Hard wood handles,
Strong malleable ferrules.
For sale by Hardware Jobbers.



F. E. CARPENTER,
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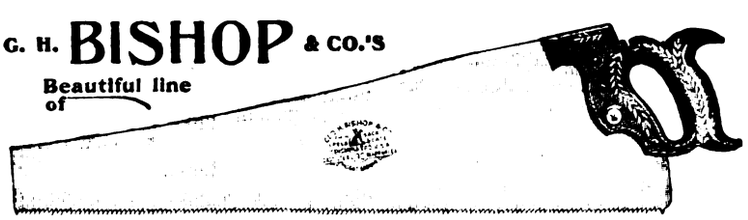
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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Grand Rapids, Mich.—The Hardware Supply Co. has been incorporated; to manufacture Hardware specialties. Authorized capital, $10,000. Paid in, $7500. Incorporators: C. L. Frost, F. S. Frost and C. D. Harrington.

Ironton, Ohio.—The Marting Iron & Steel Co. has organized by electing the following officers and directors: President and general manager, H. A. Marting; secretary and treasurer, T. J. Gilbert; superintendent of works, E. J. Bird, Sr. Directors: H. A. Marting, A. H. Mittendorf and W. A. Murdock, of Ironton, and J. H. King, R.M. Gilbert and T. J. Gilbert, of Columbus. The company is capitalized at $140,000, paid in, and has a capacity of nearly 400 tons daily.

Jersey City, N. J.—Articles of incorporation have been filed by the Whitney Safety Fire Arms Co., No. 645 Grove Street. The capital stock is placed at $500,000. The incorporators are: A. C. De Merritt, of Hackensack; C. F. Bussler, W. H. Whitney and W. A. Kissam, all of New York.

New Haven, Conn.—The Booth & Law Varnish Co. has been organized in this city with a capital of $18,000, all paid in.

New York, N. Y.—The Bayonne Knife Co. has been incorporated. Capital, $20,000. Frank B. Morgan, of Gowanda; C. D. Garretson and S. R. Clarke, of New York City, and J. V. D. Garretson, of Bayonne, N. J.

Port Huron, Mich.—Carleton & Cole have organized a stock company to manufacture farming implements. The capital is $20,000 and all of the stock has been subscribed for. New buildings will be erected on Court Street.

Providence, R. I.—The Heaton Patents Co.; patented articles and Hardware specialties. Authorized capital, $100,000. Incorporators: W. V. Lawton, A. G. Pierce, C. J. Arthur.

Rochester, N. Y.—The Wilfred Eames Mfg. Co. has been incorporated; to manufacture grinders. Capital, $10,000. Directors: Wilfred Eames, Marion Goodale and A. H. McCall.

Toledo, Ohio.—The Toledo White Lead Co. has been incorporated under the laws of Michigan, with Charles E. Sumner, E. McCleary, J. Landgraff, Jr., of Toledo, and S. Carsly, of Kendallville, Ind., as incorporators. The capital stock of the company is $25,000, with $16,000 subscribed and paid in. The company is successor to the business of the Toledo White Lead & Oil Co., which has been in the hands of a receiver.

Trenton, N. J.—The Durable Wire Rope Co. has been incorporated, with a capital stock of $250,000.

Trenton, N. J.—Articles of incorporation have been filed with the Secretary of State for the Artificial Rubber Co., with an authorized capital of $1,000,000. The company is authorized to manufacture and deal in artificial rubber and rubber substitutes. The incorporators are: Charles F. Lamb, William E. Sharpe and Thomas P. Curley.

Trenton, N. J.—The Moses, Swann & McLewee Co.; to manufacture lamps, glassware, etc. Capital, $100,000. Incorporators: Arthur H. Moses, Walter Moses, Frederick Swann and Wm. S. McLewee.

Changes and Improvements.

Bowling Green, Ohio.—D. E. and Edward Waltz, who have been identified with the American Foundry & Machine Co. for several years, have concluded to branch out for themselves, and accordingly will erect a new machine works here, and expect to be ready for business within a month. Their line of work will be principally oil field repairs.

Chicago, Ill.—The McCormick Harvesting Co. have begun the construction of a four-story brick knife shop, 63x163 feet, in connection with their plant at Western and Blue Island Avenues. The building is to cost $50,000. A new building for the woodwork department, which will cost much more than the knife shop, is soon to be erected, and the company is considering the desirability of adding a twine factory during the summer.

Knoxville, Tenn.—The Harriman Plow & Handle Co. will enlarge their plant.

Milton, Pa.—The F. A. Godcharles Nail Works Co. have concluded to rebuild their plant recently destroyed by fire. It is one of the largest nail factories in Central Pennsylvania. The Borough Council have agreed to exempt the company from local taxes for the term of five years. The majority of men who were thrown out of work by the disaster have been given steady employment ever since at the Waterbury Nail Factory. The Lewisburg Nail Works have been purchased and will be added to the plant here.

Rockwood, Tenn.—The Roane Iron Co. will build an iron furnace, with a capacity of 150 tons daily, and at a cost of $200,000. The company has one furnace in operation at this place. The demand for Southern iron is so great that the company decided to build another furnace, and open extensive coal mines near Rockwood.

Shelton, Conn.—Goodwin & Knitz, manufacturers of brass fittings, have positively decided to remove their business to Winsted. The final arrangements were made, when A. B. Gaylord, of the Winsted Hosiery Co., and J. G. Woodruff, of the Gilbert Clock Co., waited upon the concern and transferred to them the $8000 which were needed to increase the company's plant there, and cover the expense of removal.

St. Albans, Vt.—E. N. Quiren and F. L. Pippin have rented the factory of the old Bethel Mfg. Co., and will manufacture knife sharpeners and other novelties.

Recent Fires.

Mount Joy, Pa.—The works of the Grey Iron Casting Co., one of the largest concerns of the kind in the county, have been destroyed by fire. The blaze was of unknown origin and spread rapidly to all of the departments, and there was no chance to save the building. The plant employed 130 men and the loss was $65,000, which is partly covered by insurance. The company manufactured shelf Hardware and iron novelties.

Miscellaneous.

Ansonia, Conn.—The Coe Brass Mfg. Co., who also have a plant at Torrington, have determined to increase their capital to $1,000,000, it is understood, for the purpose of enlarging their plant.

Bellaire, Ohio.—The Stewart Enamel Co. have decided to increase their capital stock to $100,000. The company will probably erect an additional building for the manufacture of various specialties in enameled ware. W. C. Stewart, Jr., is president of the company.

Indianapolis, Ind.—The Keyless Lock Co., of this city, have been awarded the contract to furnish postoffice supplies for the postoffices at Havana and Manila.

Lynchburg, Va.—The stockholders of the Lynchburg Hardware Mfg. Co., at a meeting held in the People's National Bank recently, elected the following directors: H. E. McWane, William Hurt, J. D. Horsley, George P. Watkins, J. F. Slaughter, Jr., E. L. Bell and J. G. Payne. Subsequently the directors held a meeting and elected the following officers: President, H. E. McWane; secretary and treasurer, J. G. Payne; manager, Mr. Whiting. As is doubtless well known, this company includes the Lynchburg Brass Works and the Norwich Lock Works, of Roanoke.

Mansfield, Ohio.—At a meeting of the Aultman-Taylor Co., for the election of directors, the officers of the previous year were re-elected. The directors are: E. A. Harter, Henry W. Harter, J. E. Brown, George Brinkerhoff and Isaac Harter. The officers are: President, E. A. Harter; vice-president, Henry W. Harter; secretary and treasurer, J. E. Brown.

Pittsburg, Pa.—At the annual meeting of the American Axe & Tool Co., the old board, with Charles W. Hubbard, Jr., of Pittsburg, at its head, was re-elected.

Troy, N. Y.—The Fuller & Warren Stove Co. have elected trustees as follows: Walter P. Warren, C. W. Tillinghast, Robert H. Thompson, Walter P. Thompson and William Henry Warren. The trustees organized by electing: President, Walter P. Thompson; vice-president, William Henry Warren; treasurer, Joseph Mackey; secretary, R. S. Wood.

Trenton, N. J.—The American Saw Co. have elected the following directors: C. Upman Ely, John E. Bowles, John S. Frothingham, A. W. Kellogg, Dexter A. Loomis, R. C. Jenkinson, Adam Hill and A. A. Healey.

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.. THE ..

"AUTOMATIC"

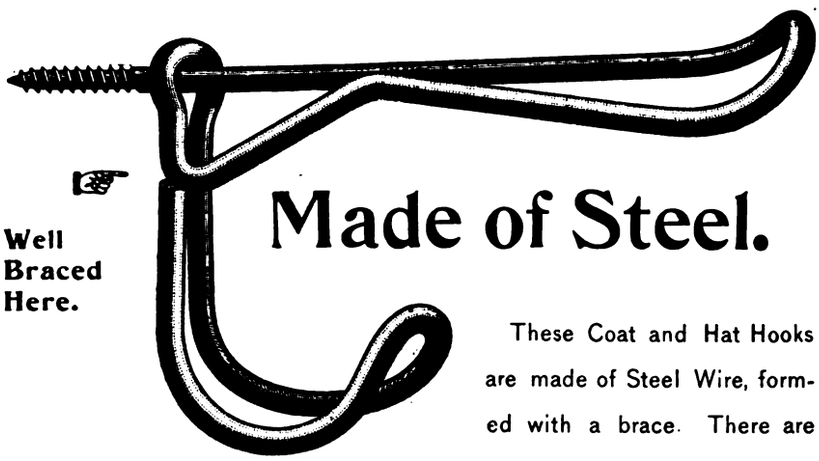
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No Attention Required.
Burns best when left alone.
Prices to suit the times.

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Send for Circular fully descriptive. . . .

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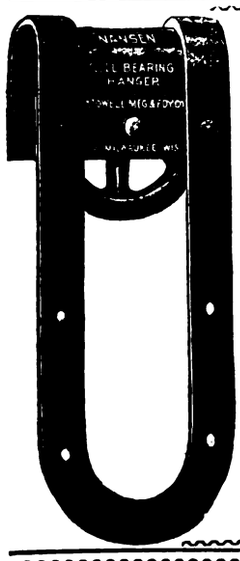
Well Braced Here.

Made of Steel.

These Coat and Hat Hooks are made of Steel Wire, formed with a brace. There are three sizes, of which the cut shows the largest; they are furnished Japanned, Coppered, Berlin Bronzed and Yeddo Bronzed. Let us give you prices on these quick-selling goods.

SARGENT & CO.,

New Haven, Conn. New York. Philadelphia. Boston.



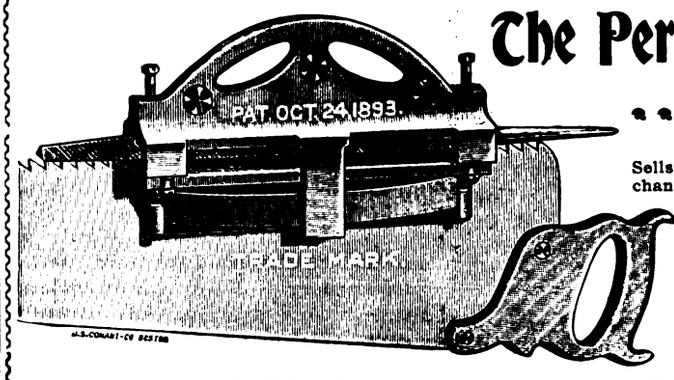
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is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
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No. 5, per doz. pairs, $18.00.

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The Perfect Saw ... Jointer

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SCYTHE STONES, OIL STONES, RAZOR HONES, ETC.,
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THE PIKE MFG. CO., - PIKE STATION, N. H.

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FOR SPOT.

. . .SEND FULL PARTICULARS. . .

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Hardware, Cutlery, Brass and Wire Goods

WRITE US FOR QUOTATIONS.

Address Foreign Department.

LOEB & CO.,
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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Augusta, Ga.—The Thomas & Barton Co. has been incorporated with a capital of $35,000. They will keep a bicycle store.

Bangor, Me.—Walter Boober has opened a repair shop.

Beverly, Mass.—J. Elmer Wood has fitted up a repair shop at No. 75 Rantoul Street. It will be in charge of Joseph E. Wood.

Brighton, Mass.—H. E. Goodrich has reopened the Brighton Cycle Store at No. 354 Washington Street.

Brockton, Mass.—H. P. Tebbetts has opened a bicycle store at No. 5 Main Street.

Buffalo, N. Y.—E. P. Cassety and J. H. Johonnot have associated themselves under the firm name of Cassety & Johonnot, and opened salesrooms at No. 691 Main Street.

Carthage, Ill.—A. K. Stewart and S. B. Massie have formed a partnership, where they will open a repair shop.

Charlestown, W. Va.—The International Vehicle Co., of New York, N. Y., has been incorporated, under the laws of this State, by W. P. and C. W. Hatch, H. C. Underwood, H. F. Adams and C. C. Isabel. Capital stock, $1,000,000. All kinds of automobiles will be made and operated in the large cities of the country.

Chicago, Ill.—The Berger & Larsen Tire Co. has been incorporated by John P. Larsen, Josepn A. Berger and Bernhard Anderson; to manufacture rubber tires. Capital stock, $10,000.

Chicago, Ill.—The Warren Mfg. Co. has been incorporated by G. B. Warren, E. C. Warren and W. C. Pelol; to manufacture bicycle supplies. Capital stock, $500.

Chicago, Ill.—The Ewald Mfg. Co. has been incorporated to manufaeture cycles, with a capital of $15,000. The incorporators are: G. H. Somers, William E. Ewald and J. Charles Barber.

Dillsburg, Pa.—D. W. Smyser, sporting goods, etc., has opened up a new wholesale and retail business.

Fairbury, Neb.—Howell Bros. have opened a new store.

Fall River, Mass.— W. D. Wilmot has opened a bicycle store and repair shop.

Hartford, Conn.—The Connecticut Rubber Co. have opened a branch store at No. 23 Church Street, where they will look after their retail trade in Charter Oak and Hartford tires.

Jackson, Mich.—The Jackson Cycle Co. have opened store at No. 245 East Main Street.

Keene, N. H.—The Trinity Cycle Mfg. Co. have opened a retail store for the sale of Trinity cycles.

Linoleumville, N.Y.—Arunah Decker has opened a bicycle store.

Long Branch, N. J.—William H. Martin has opened a bicycle store.

Merrimac, Mass.—A. G. Fraser will open a bicycle store on Church Street.

Mystic, Conn.—Horace N. Wheeler will shortly open a repair shop, and place Nelson J. Baker in charge.

Newton Centre, Mass.— James Newall will open a bicycle store here.

New York, N.Y.—The American Cycle & Supply Co. has been incorporated at Albany to deal in cycles and phonographs. Authorized capital, $3000. Paid in, $1500. Incorporators: F.C. Ferrin, Providence, R. I.; R. A. Cameron.

Norwalk, Conn. — Robert Wehrle will open a repair shop on North Main Street.

Ogdensburg, N. Y.—C. H. Bean has leased a store on Ford Street and will conduct a bicycle repair shop.

Palmer City, Pa.—Beers & Mendson have opened a repair shop.

Reading, Pa.—E. S. Youse has opened a bicycle store at No. 46 North Fifth Street.

San Francisco, Cal.—The Jersey Wheel Co. has been incorporated; to manufacture and sell bicycles. Authorized capital, $20,000. Capital subscribed, $20,000. Incorporators: W. P. Fuller, C. A. Roberts, I. F. Littlefield, A. W. Crandell and F. P. Bull.

Santa Rosa, Cal.—Burke & Heckendorf will open a bicycle store and repair shop.

Syracuse, N.Y.—The Rice Bicycle Co. has been incorporated. Capital stock, $1500. Directors: Heny R. Gilbert, Frank C. Riggs, Syracuse; John W. Rice, Painesville, Ohio. Frank C. Riggs is now connected with E.C. Stearns & Co.

Tacoma, Wash. — F. P. Fentress has opened a bicycle store at No. 742 Pacific Avenue.

Wellsville, Ohio.—J. G. Stevenson has opened a repair shop.

Windsor Locks, Conn.—Frank L. Harvey will open a bicycle store.

Changes and Improvements.

Cooperstown, N. Y.—Charles Kane has removed his bicycle and Hardware store across Main Street, to the store vacated by George A. Thayer, in the Bowen Block.

Detroit, Mich.—The Detroit Bicycle Exchange, succeeded by Brown's Detroit Bicycle Exchange.

Detroit, Mich.—The Detroit Bicycle Grip Co., changed name to Detroit Leather Goods Mfg. Co.

Detroit, Mich.—The Wheeler Saddle Co., manufacturers of bicycle saddles, succeeded by the American Saddle Co.

Fort Wayne, Ind.—Meyer & Black have been succeeded by the Meyer Cycle Co., the new firm consisting of Harry W., Charles F. and Charles A. Meyer. Marion Black has retired.

Gadsden, Ala.—The Jones Cycle Co. have removed to Birmingham.

Glens Falls, N. Y.—Budd Bros., makers of the D. & H. and other bicycles, will enlarge their factory within a few weeks.

Ridgewood, N. J.—James Cornelius, bicycles, out of business.

Waterbury, Vt.—O. T. Briggs has purchased the bicycle business of O. E. Scott, and will add it to his electrical business

Webster City, Iowa.—James P. Clag & Son, sporting goods, etc., succeeded by F.L. Anderson.

Westboro, Mass.—The Hunt Mfg. Co., manufacturers of bicycle saddles, reported to have sold out.

Wellston, Ohio.—The stock of the Wellston Cycle Co. has been purchased by L. Arthur, who will add a repair shop to the business.

Recent Embarrassments.

Amsterdam, N. Y.—Barkhuff & Conover are reported to have failed.

Recent Fires.

Detroit, Mich.—H. M. Snyder has been burned out.

A New Wonder.

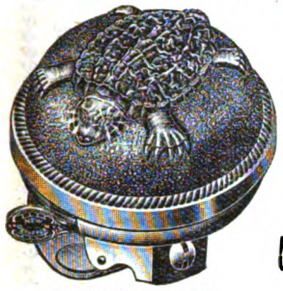
The newest wonder in American engineering has just been inaugurated at Houghton, Mich., viz., the Red Jacket shaft of the Calumet and Hecla—the greatest mining shaft in the entire world. It is 4900 feet deep, and, compared with it, the deep silver mines of the Comstock lode in Nevada or the wonderful mines of Austria, worked for many centuries past, are but shallow pits. There are six compartments, each equal in size to an ordinary mining shaft, four of these being used for hoisting rock or lowering timber; one is used for the ladder ways and the sixth and last compartment carries the wires and pipes for telephones, light, power, water and compressed air. The underground workings of the shaft are laid out with mathematical accuracy, the undeviating course of the copper bearing lode allowing work to be planned thousands of feet ahead of the mineral picks. The great pumps which free the mine of water are operated interchangeably by compressed air and electricity. The power drills which cut the holes for the dynamite cartridges are run by compressed air alone, and there are more than 300 of these drills, each doing the work of a dozen men, working both day and night, in the Calumet and Hecla mine.—*Exchange.*

"Fwat is th' matter with your face?"

"Oi wor thrown from me carriage, but it tuk th' condoochtor and motorman, both of thim, to do it."—*Indianapolis Journal.*

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NEW CATALOG JUST OUT SHOWS 50 STYLES.

$1.00 Postpaid.

NEW DEPARTURE BELL CO.

BRISTOL, CONN.

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113 Chambers Street,
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Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

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TAPS, DIES, SCREW PLATES, REAMERS, Etc., Etc.



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Wiley & Russell Mfg. Co,
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CARBON (Black Diamond) TOOLS
FOR
Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

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BICYCLES FOR '99.

APOLLO, - - $50.00
VESPER, - 35.00
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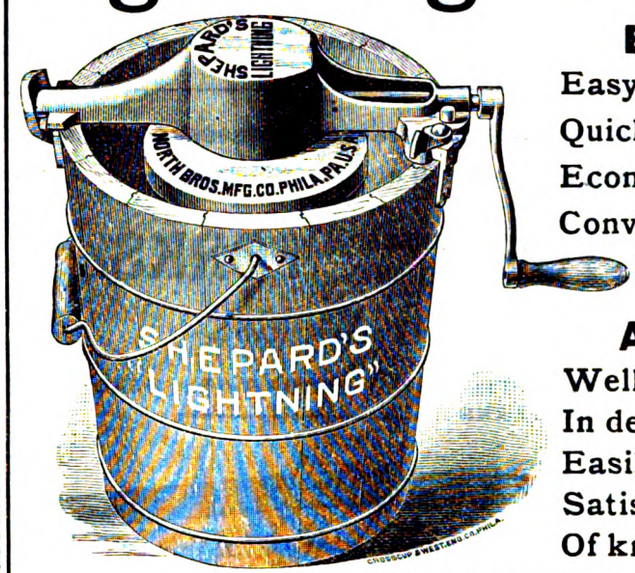
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JUVENILES, $25 00, $27 50 and $30 00.

BICYCLE SUNDRIES. *Send for Catalogue and Prices.*

EDW. K. TRYON, JR. & CO., PHILADELPHIA.

Lightning Freezers



EXCEL in
Easy running.
Quick Freezing.
Economy.
Convenience.
Practical results.

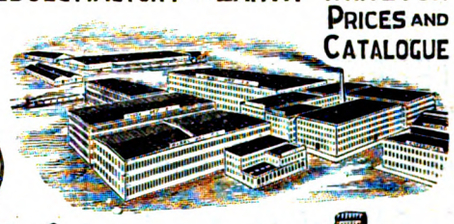
ARE
Well advertised.
In demand.
Easily sold.
Satisfactory in use.
Of known reputation.

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LARGEST AND MOST COMPLETE BUGGY FACTORY ON EARTH WRITE FOR PRICES AND CATALOGUE







OUR GOODS ARE THE BEST
OUR PRICE THE LOWEST

PARRY MFG. Co. Indianapolis, Ind.

The IVES PATENT DOOR BOLTS Sash Locks and WINDOW HARDWARE SPECIALTIES.



Leaders with the Trade
30-page Catalogue on application.

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THE EXCELSIOR CARPET STRETCHER AND TACK HAMMER COMBINED

can be used by anyone. None better. Simple, effective, strong and compact.

Inquire of Hardware Jobbers or write . . .

R. W. MONTROSS,
Manufacturer,
Galen, Michigan.



One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

Size 3/8 Inch



CHEAPEST IN THE WORLD.

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458 Quincy St.,
Brooklyn, N. Y.

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"EVERYTHING IS COMING UP."
BUSINESS IS BETTER AND THERE WILL BE
A LARGER DEMAND THAN EVER FOR OUR

Sheep Skin Mitten.

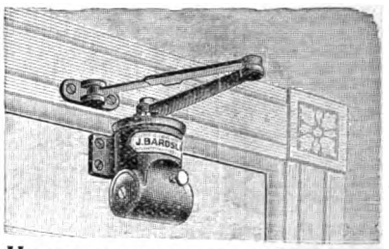


Acknowledged to be the best article for polishing stoves, as it does away with the old time dirtiness of the work, making this work a pleasure. Also invaluable for polishing brass or glass, or silverware, which it does not scratch. For tan shoes and cleaning bicycles it has demonstrated itself a conspicuous success.

Diamond Hardware Co.,

624 Atlantic Ave., Boston, Mass.

THE "BARDSLEY"
Oil Door Check and Spring



HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size	A,	price each,	$3.50
"	B,	" "	4.00
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"	D,	" "	6.00
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LIBERAL DISCOUNTS TO THE TRADE.

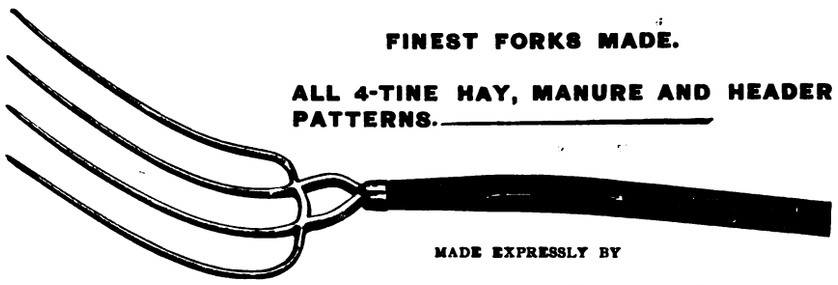
JOS. BARDSLEY,
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The Forks which attract so much attention

THE VICTOR BRACED SHANK FORKS.

FINEST FORKS MADE.

ALL 4-TINE HAY, MANURE AND HEADER PATTERNS.



MADE EXPRESSLY BY

The Iowa Farming Tool Co.,

FORT MADISON, IOWA, U. S. A.



The Contractors' Plant Mfg. Co., (Limited,)
....Manufacturers of
STEAM, HORSE and HAND POWER
HOISTING MACHINES,
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. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
OF ALL KINDS.

Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,
EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.

HIGH GRADE CORKINE
CYCLE GRIPS.

THE DIAMOND SELF ADJUSTING
CYCLE STAND.

SPECIAL WOOD TURNINGS,
In Foreign and Domestic Woods.

L. M. JONES CO., Mfrs.,
WINSTED, CONN., U.S.A.





DON'T FLY TO A CONCLUSION.

Take the Conclusion to the Fly. It is hard on the fly, but better for you.

THE BIGELOW WIRE FLY KILLER

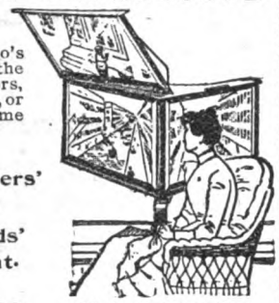
is a conclusion to the fly. It Kills Easily and Surely. Does not Crush. Will not soil the most delicately tinted wall paper. Is indispensable in sick rooms, sanitariums, hospitals and summer homes. Sold exclusively to the Hardware and housefurnishing trade. Manufactured by . . .

Send for Illustrated Catalogue and Prices.

J. F. BIGELOW, Worcester, Mass.

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To observe who's on the stoop, in the event of peddlers, canvassers, etc., or other unwelcome guests.

Housekeepers' Necessity, Invalids' Delight.

BAYER & CO., 19 N. Juniper St., PHILADELPHIA, PA.

TRADE MARK.



GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.

The Original Ring Packing.

In ordering give EXACT diameter of Stuffing Box and Valve Stem.

None genuine without this Trade Mark.

THE GOULD PACKING CO.,

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N. J. CAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS, LINEN & COTTON FIRE HOSE, GARDEN HOSE.



The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.

NEW YORK OFFICE, 10 Barclay Street.

SALEM NAIL COMPANY, 279 PEARL ST., NEW YORK.

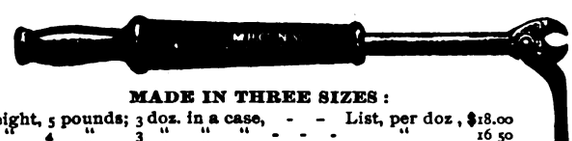
MANUFACTURERS AND GALVANIZERS OF

NAILS, TACKS AND SPIKES OF EVERY DESCRIPTION.

Galvanized or Common.			Tinned or Common.	Copper Nails.	Brass Nails.	Yellow Metal.
Cut Nails.	Chisel Point Boat Nails.	Chute Nails.	Wire Slating Nails.	Sheathing Nails.	Wire Slating Nails.	Slating Nails.
Wire Nails.	Boat Rivets.	Anchor Nails.	Cut Slating Nails.	Trunk Nails.	Escutcheon Pins.	Sheathing Nails.
Cut Finishing Nails.	Washers.	Cut Slating Nails.	Wire Roofing Nails.	Clout Nails.		Stem Nails.
Wire Finishing Nails.	Clinch Rings.	Wire Slating Nails.	Cut Roofing Nails.	Shell Boat Nails.	Lead Nails.	Slaters' Tools.
Cut Spikes.	Boat Spikes.	Cut Roofing Nails.		Brads	Slating Nails.	Hammers.
Wire Spikes.	Hand Made Boat Spikes.	Wire Roofing Nails.	Copper Nails.	Tacks, oval heads.	Common Nails.	Knives.
Cut Sheathing Nails.	Deck Spikes	Hoop Nails.		Tacks, flat heads.		Rippers.
Cut Clinch Nails.	Swedes Tacks.	Tile Nails.	Common Nails.	Burrs and Rivets.	Zinc Nails.	Bench Stakes.
Bellows Nails.	Hinge Nails.	Cornice Nails.	Finishing Nails.	Slating Nails.		Roof Stakes.
Boat Nails.	Plate Nails.	Iron Pipe.	Boat Nails.	Wire Slating Nails.	Slating Nails.	Composition Spikes.

THE GENUINE "GIANT" NAIL PULLER AND BOX OPENER

All GENUINE Guaranteed Pullers have the word GIANT on the Handle.



MADE IN THREE SIZES:

No. 1—Weight, 5 pounds; 3 doz. in a case, - - List, per doz, $18.00
No. 1½ " 4 " 3 " " " - - - " 16 50
No. 2 " 3 " 1 " " " - - - " 15.00

IMITATED BY MANY.

EQUALED BY NONE.

MALTBY HENLEY CO., 20 Warren Street, New York, U. S. A.

REGULAR STANDARD SIZES OF FILES.

[Expressed as nearly as possible without the use of Decimals.]

Length.	Mill-Saw Files.	Flat.	Hand.	Half Round.	Round and Square.	Cabinet Files.	Regular Taper Files.	Slim Taper Files.	Pit Saw Files.	Warding Files.
3 in.	1/32 × 1/16 in.	1/16 × 5/64 in.	7/16 × 3/32 in.	5/16 × 3/32 in.	1/8 in.		1/4 in.	1/16 in.	1/4 × 1/8 in.	3/32 × 3/64 in.
3½ in.							5/16 in.	7/64 in.	5/16 × 3/64 in.	1/16 × 3/64 in.
4 in.	1/16 × 5/64 in.	1/16 × 3/32 in.	1/2 × 1/8 in.	7/16 × 1/8 in.	5/32 in.		3/8 in.	1/4 in.	3/8 × 3/64 in.	1/32 × 1/16 in.
4½ in.							7/16 in.	9/64 in.	7/16 × 1/16 in.	3/64 × 1/16 in.
5 in.	1/2 × 3/32 in.	1/2 × 1/8 in.	5/8 × 3/32 in.	1/2 × 3/32 in.	3/16 in.		1/2 in.	5/32 in.	1/2 × 3/64 in.	1/32 × 1/64 in.
5½ in.							9/16 in.	11/64 in.		1/32 × 3/64 in.
6 in.	5/32 × 1/8 in. scant.	5/32 × 5/32 in.	3/4 × 3/16 in.	5/32 × 3/16 in.	7/32 in.	1 1/32 × 9/64 in.	5/8 in.	3/16 in.	7/16 × 7/32 in.	1/16 × 3/32 in.
7 in.	3/32 × 1/8 in. full.	3/32 × 3/16 in.	1 1/32 × 1/64 in.	3/16 × 1/64 in.	1/4 in.	1 1/16 × 5/32 in.	11/16 in.	7/32 in.	1/2 × 1/4 in.	
8 in.	1 1/16 × 5/32 in.	1/16 × 1/64 in.	7/8 × 3/32 in.	1/4 × 1/64 in.	9/32 in.	1 1/8 × 1/64 in.	3/4 in.	1/2 in.	9/16 × 3/32 in.	
9 in.	1/8 × 1/64 in.	1/8 × 7/32 in.	1 × 1/4 in.	1/4 × 1/4 in.	5/16 in.	1 1/8 × 1/16 in.				
10 in.	1 × 3/16 in.	1 × 1/4 in.	1 3/32 × 9/32 in.	1 × 3/32 in.	11/32 in.	1 1/4 × 7/32 in.				
11 in.	1 3/32 × 3/64 in.	1 3/32 × 9/32 in.	1 1/16 × 9/64 in.	1 3/32 × 1/16 in.	13/32 in.	1 3/16 × 1/4 in.				
12 in.	1 1/16 × 7/32 in.	1 1/16 × 1/64 in.	1 1/32 × 5/16 in.	1 1/16 × 3/32 in.	7/16 in.	1 1/4 × 1/4 in.				
13 in.	1 1/4 × 5/64 in.	1 1/4 × 5/16 in.	1 13/32 × 1/32 in.	1 1/32 × 3/32 in.	1/2 in.					
14 in.	1 1/32 × 1/4 in.	1 1/32 × 1/32 in.	1 7/16 × 3/8 in.	1 1/32 × 1/32 in.	9/16 in.					
15 in.	1 7/16 × 9/32 in.	1 7/16 × 3/8 in.	1 3/32 × 13/32 in.	1 7/16 × 7/16 in.	19/32 in.					
16 in.	1 1/32 × 19/64 in.	1 1/32 × 13/32 in.	1 9/16 × 7/16 in.	1 1/32 × 19/32 in.	5/8 in.					

This Table of Sizes will give consumers, and all persons concerned in the use of Files, a fair idea of the sizes of the full parts of Files most generally used. It will also be found useful to persons who generally want Files of a certain width or thickness, and who may not know the corresponding length of such Files.

Hopkins' "Handy Notes and Queries."

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PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

RIVETS AND WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

DEAN
LINSEED OIL COMPANY
LINSEED CRUSHERS.
181 Front Street, NEW YORK.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
James F. Martin, 4434-4442 Penn St., Frankford, Phila., Pa.

GEO. W. NOCK, Manufacturer of
KEYS AND Locksmiths' Supplies,
BICYCLE Supplies.
146 No. 4th St., PHILADELPHIA.

BEST INVESTMENT EVER MADE.
Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

WILLIS SAP SPOUT
In one piece with hook. Handsomely made from tinned malleable iron. Far superior to all others. Full line of other Maple Sugar Goods.
WILL NOT BREAK. Send for Circular.
CHARLES MILLAR & SON, Utica, N. Y.

EXPANSION BOLTS.
Ask for Catalogue B.
Single and Double.
For fastening all kinds of structure to brick and stone work.
STEWARD & ROMAINE MFG. CO.,
SOLE MANUFACTURERS, Philadelphia.

IRON & WIRE FENCING
ELLIS & HELFENBERGER,
500 SENATE — INDIANAPOLIS, IND

Hardwaremen's Exchange.

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y.

SALESMAN of experience having an acquaintance with the Hardware and implement trade in States of New York, New Jersey and Pennsylvania, desiring a situation will please address M. S. L., office of HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store. Address DRESDEN, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN—Six years' experience in retail general Hardware store. Age, 22 years. Best of references from present employers. Advancement reason for changing. Address "ADVANCEMENT," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man, American (20), would like to learn the Hardware business; familiar with tools. Good reforences. Address J. P. A., No. 374 Webster Avenue, Jersey City, N. J.

A PRACTICAL Hardwareman of ability wants to make a change. Have had number of years' experience in wholesale and retail, familiar with fine builders' Hardware, and can estimate from plans and specifications. Will furnish highest references as to character and habits. Address "BUSINESS," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man with six years' experience with a large wholesale Hardware house in Boston desires position as traveling or home salesman in manufacturing or jobbing house. Moderate salary. Address "HARDWARE," care General Delivery, Boston, Mass.

HARDWARE. Young man (21 years), seven years' experience in first-class stock, wants position. Address M. VOSS, No. 2330 Third Avenue, New York City.

BY A PRACTICAL metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind.

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address Box 93, care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY experienced and up to-date builders' Hardware salesman, familiar with plans and specifications and estimating on same; fully competent of taking entire charge of this department, wishes position with a good house, that will appreciate ability and good character. Address F. O. B., care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (28), American, Southerner, has had four and a half years' experience as machinist and two years in Hardware store direct, wishes to connect himself with Hardware house, where he can make himself generally useful. Best references. Address BOX 60, care HARDWARE, No. 143 Chambers Street, New York.

POSITION wanted in the Hardware line. Have filled positions from salesman to buyer. What have you to offer? Age 29. Trained. Address H.W., care HARDWARE No. 143 Chambers Street, New York.

OUTSIDE position as salesman or superintendent, in this city and vicinity. Practical man, thoroughly posted in all systems of heating and ventilating, also range and restaurant work and builders' Hardware. Well acquainted with architects and builders. Can influence trade and secure business. Will work at moderate fixed salary, or low salary and percentage on business handled. Address HICKEY, No. 106 West Sixty-first Street, New York.

A PLUMBER, strictly first class, desires work in city or country; twenty years' experience; understands plans; can estimate, and furnish first-class references as to honesty, sobriety and ability. Willing to go anywhere. Address JAMES USHER, No. 475 East 115th Street, New York City.

WANTED—Collector, messenger or any outside position by a young man 36 years old. Ten years with last employer. Address X., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Position as Hardware salesman. Competent in all branches. Special experience in mechanics' tools, cutlery, sporting goods and builders' Hardware. Can estimate from plans, specifications, etc. Any desired references furnished. Address J. M. A., No. 423 Pearl Street, Burlington, Vt.

A MAN with ten years' experience in the iron business as office man and salesman, is open for an engagement in like position. Address Box 2, care HARDWARE, No. 143 Chambers Street, New York.

ACTIVE man, 30 years of age, with ten years' experience in office of wholesale Hardware house, and five years on road for same house, wants position as office man or salesman. W. H. R., No. 326 West Twentieth Street, New York.

THOROUGH Hardwareman, married, strictly sober; a hustler; with A1 reference, desires position as manager of Hardware and housefurnishing goods store. JOHN T. NUTTALL, No. 222 Dickinson Street, Philadelphia, Pa.

WANTED, by a practical Hardwareman, a position as salesman or stock clerk. Salary moderate; reference A1. Address OLD IRON, care HARDWARE, No. 143 Chambers Street, New York.

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Situations Wanted.

YOUNG MAN (22) of good address desires position as salesman. Five years all around experience in largest wholesale Hardware house. Am thoroughly conversant with the business, also able to estimate. Address Box 94, care HARDWARE, No. 143 Chambers Street, New York.

RELIABLE, intelligent and energetic man who has intimate knowledge of both the flat and hollow-ware trade, and can bring a first-class recommendation from one of the strongest silver-plate factories of the country, would like to correspond with somebody who has use for a man of this experience, or will accept position in connection with some other business, where reliability, honesty and thorough work are required. Address BOX 95, care of HARDWARE, No. 143 Chambers Street, New York.

BUILDERS and general Hardware salesman of eight years' experience on road and in store desires situation where push, good habits and ability will be appreciated Am competent to take charge of buying and selling of above and can give best of references. Address W. V. S., care HARDWARE, No. 143 Chambers Street, New York.

CORPORATION accountant, ten years' experience as office manager, bookkeeper and purchasing agent; American; 35. Highest references. Address Box 90, care HARDWARE, No. 143 Chambers Street, New York.

BY a heavy Hardware and mill supply salesman, with ten years' experience in this vicinity, and as traveling salesman through the principal cities of the East and West; thoroughly conversant with transmission power in all its branches. At references will be furnished. Box 91, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN wants position; fifteen years' experience in Hardware store and house-furnishing goods. Twenty-eight years of age. Married. At references. Address Box 89, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

SALESMEN wanted to sell our new patent Toler Liquid Door Check and Spring, on commission as a side line. See advertisement on page 3 of this number of HARDWARE. W. H. QUINN & CO., No. 103 Chambers Street, New York.

SALESMAN wanted, to carry two small staple articles as side line that sell to Hardware trade. Liberal commission. Address W. H. MASON & CO, Leesburg, Ohio.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. CO., Rock Falls, Ill.

A Hardware Store Needed.

WANTED—An experienced man with sufficient capital to open a Hardware, housefurnishing and implement store in one of the best towns in Western Pennsylvania. No competition; large population; town has natural gas, paved streets, water works, etc.; needs the store to supply the large demand. Address S. MORGAN, Freedom, Pa.

Hardware Business For Sale.

HARDWARE business for sale, thirty-five miles from New York City. Chance for an energetic man. Price low. Satisfactory reasons for disposing of same. Address H. O. G., P. O. Box 2383, New York City.

AN exceptional opportunity to buy a Hardware stock of about $10,000, in a city in Massachusetts of over 64 000 inhabitants Satisfactory reasons given for selling. Address BIGELOW & DOWSE CO., Boston, Mass.

EXCELLENT opportunity to buy out an up-to-date Hardware store with a fairly moderate capital. Address "EXCELDENT," care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

FINE opportunity to purchase an old-established stand within ten miles of Boston; 38 foot frontage, rear entrance. Stock well selected of builders' and shelf Hardware. Fair bicycle trade and good opportunity for adding bicycle repairs. Owners moving away reason for selling Address "UNUSUAL OPPORTUNITY," Box 167, Boston, Mass.

HARDWARE, coal and lumber business in a town of 3000 population. No other Hardware store or lumber yard within ten miles. Inventory January 1, 1890, $10,000. A rare chance to right party. Address J. C. SENDEL, Weatherly, Pa.

A NICE, clean stock of Hardware, located in one of the largest and most thriving towns in New England, is offered for sale on account of the owner's poor health. The business has been established twenty years; is in the best location in the town, and in a thrifty condition. The stock will invoice at about $10,000. To a party with the cash it offers a splendid opportunity. Address A., care HARDWARE, No 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, stoves and tinware, paints, oils, plumbing and tinning, steam and hot water heating; water works now going on, can have the tapping of mains. Established ten years and no opposition. Right party can make $1500 per year over expenses. Nearest Hardware, ten miles in a thriving town in Pennsylvania. Will sell property if wanted or will rent reasonable. Reason for selling, going to retire from business. Address Box 92, care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE business on Pacific Avenue, Tacoma. Stock inventories $20 000. Manager recently deceased and owners desire to sell. Business established in present location ten years ago. Address THE SYNDICATE CO, No. 503 California Building Tacoma, Washington.

File Factory for Sale.

ON Saturday, April 1, 1899, the plant of the late McClellan File Co. will be sold at the Saginaw County Court House, by the Circuit Court Commissioner, to satisfy mortgages about one-third the value of the plant, which will be sold entire, comprising real estate, buildings and all machinery. The factory has a capacity of 500 dozen files per day, and is one of the most thoroughly equipped file plants in the country. Plenty of cheap fuel. An elegant opportunity on a small capital to manufacture files for the trade, or to operate it as a re-cutting factory. For further particulars, address GEO. J. LITTLE, Saginaw, Mich., for mortgagees.

Patent for Sale.

ICE SCRAPER or Shredder Patent for sale Best and cheapest hand device yet made. Address "PATENTEE," care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

A PARTY with many years' experience on the road, and who has a first-class agency for the United States, would like to add one or two more lines, or would join with another who has good agencies. Address B., care HARDWARE, No. 143 Chambers Street, New York.

EXPERIENCED Hardwareman desires to represent manufacturers or jobbing houses of Hardware and house-furnishing, or anything in the building line. Have a very good standing among contractors and building fraternity of Cleveland, Ohio, and vicinity. Address CHAS L. HEISER, care the Builders' Exchange, Cleveland, Ohio.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York.

COMPETENT cutlery man, residence, Colorado; twenty years in business, four years road work, wants agency for first-class cutlery firm or manufacturer in territory west of the Mississippi. Address G. A G., care HARDWARE, No. 143 Chambers Street, New York.

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland.

English Agency Wanted.

A GENTLEMAN who has been in the Hardware and cutlery line in England for twenty-five years wishes to represent American houses in light iron and steel line, patented novelties, etc., or the sole sale for England on his own account. Address Box 96, care HARDWARE, No. 143 Chambers Street, New York.

Agency Offered.

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, No. 143 Chambers Street, New York.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO Cleveland, O., 823 Society for Savings.

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER CO., New York.

Attention, Manufacturers!

FIRMS contemplating going into the enamelling business or wishing a new formula to enable them to add to their present lines in one or two coated ware, are invited to correspond. Highest references. "EXPERIENCED ENAMELLER," care HARDWARE, No. 143 Chambers Street, New York.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING BELLS.



CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.

ELECTRIC BELLS
—AND—
SUPPLIES FOR HARDWAREMEN.

For Catalogues address Dept. H.W.

PARTRICK, CARTER & WILKINS,
125 South Second St., - - PHILADELPHIA.

EGG BEATERS. We make the largest line in the world. Send for samples and prices.
STANDARD CO., 33 Haverhill St., Boston, Mass., U. S. A.



The . . . "ORIGINAL JENNINGS" AUGERS and AUGER BITS



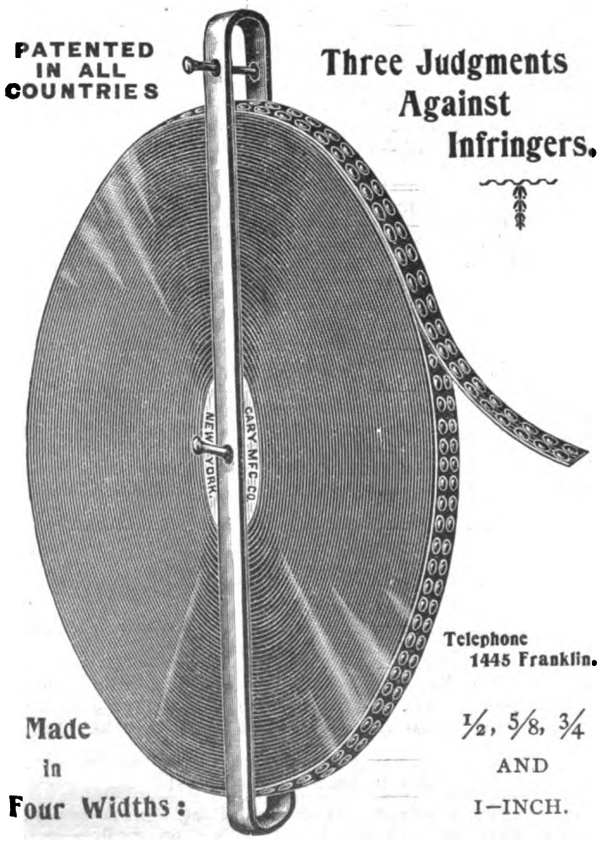
Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Three Judgments Against Infringers.



Made in Four Widths: ½, ⅝, ¾ AND 1—INCH.

Telephone 1445 Franklin.

CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.

Weight and Thickness of Boiler Iron.

1-8 inch	weighs	5	lbs.	per	sq.	ft.
3-16	"	"	7½	"	"	"
1-4	"	"	10	"	"	"
5-16	"	"	12½	"	"	"
3-8	"	"	15	"	"	"
7-16	"	"	17½	"	"	"
1-2	"	"	20	"	"	"

No. 1 Iron is	...5-16	inch thick.
No. 3 "	...9-32	"
No. 4 "	...1-4	"
No. 5 "	...7-32	"
No. 7 "	...3-16	"

Thickness of Boiler Iron Required

AND PRESSURES ALLOWED BY THE LAWS OF THE UNITED STATES.

Pressure equivalent to the Standard for a Boiler 42-in. in diameter and ¼ in thickness.

Thickness in 16ths.	Diameter in inches.						
	34	36	38	40	42	44	46
	Lbs.	Lbs.	Lbs.	Lbs.	Lbs	Lbs.	Lbs.
5	169.9	160.4	152.	144.4	137.5	131.2	125.5
4½	158.5	149.7	141.8	134.7	128.3	122.5	117 2
4¼	147.2	139.1	131.8	125.1	119.2	113.7	108.8
4	135.9	128.3	121.6	115.5	110.	105	100.
3⅞	124.5	117 6	111.3	105.9	100.8	96.2	92.
3¾	113.2	106.9	101.3	96.2	91.7	87.5	83..
3	101.9	96.2	91.2	82 6	82.5	78.7	75..

Number of Burden's Rivets in 100 Lbs.

Length, Inches.	Thickness in inches.				Length, Inches.	Thickness in inches.			
	1-2	5-8	11-16	3-4		1-2	5-8	11-16	3-4
	1,092	665			3¼	433	267	212	180
	1,027	597				413	248	201	169
1	940	538	450			395	241	192	160
	840	512	415		4		230	184	158
	797	487	389	356			220	177	150
	760	460	370	329			210	171	146
	730	440	357	280			200	166	138
	711	420	340	271	5		190	161	135
	693	390	325	262			180	156	130
	648	375	312	257			172	151	124
2	608	360	297	243			164	145	120
	573	354	289	237	6		157	140	115
	555	347	280	232			150	138	111
	525	335	260	220			146	134	107
	500	312	242	208			143	129	104
3	460	290	224	197	7		140	125	100

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ship Carpenters, Railroad. 40&7½%

Abattoir Cleavers—

Nichols Bros.:
Beef Splitting.. 30%
Packing House 30%

Ammunition—

CAPS, PERCUSSION—₩ 1000—
U. M. C. Co. and Hicks, trimmed edge 47 @ 50c
U. M. C. Co. and Hicks ground edge 47 @ 50c
F. L., Waterproof, 1-10 87 @ 40c
Musket, Waterproof, 1-10's..58 @ 60c
G. D 33 @ 35c

CARTRIDGES—
Rim Fire Cartridges 50%
Rim Fire Military 15%
Cent. Fire, Pistol and Rifle 25%
Cent. Fire, Military and Sporting 15%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal. $1.75
Blank Cartridges, 32 cal. $2.50
Primed Shells and Bul'ts 15&5%
B. B. Caps, Round Ball...$1.12@1.18
B.B. Caps, Con. Ball, Swgd $1.90

PRIMERS—
Berdan Primers, $1.00
B. L. Caps (for Sturtevant Shells) $1.00
All other Primers $1.00@$1.10

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10%
First quality, 14, 16 and 20 gauge ₩7.50 20&10%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&10%
Brass Shot Shells, 1st quality 60%
Brass Shot Shells, Club, Rival and Climax 65%

SHELLS, LOADED—
"New Club," Black Powder... 40&10&5@40&10&10%
"Black Club," Black Powder... 40&10&2½@40&10&5%
"Smokeless" Nitro Powder... 40&10&10&10%
"Acme," Dense Nitro Powder.. 40&10&10&10%
"Trap," Nitro Powder...40&10& 10&10%

GUN WADS—₩ 1000—
B.E., 11 up.60c..B.E., 9&10..70c
B.E., 8.....80c..B.E., 7.....80c...
P.E., 11 up.1.00..P.E., 9&10..1.25
P.E., 8....1.50..P.E., 7.....1.50
} 20%

SHOT—
Drop Shot, sizes smaller than B, 25-₤ bags ₩ bag $1.45
Drop Shot, sizes smaller than B, 5-₤ bags, ₩ bag $ .35
Drop Shot, B and larger sizes, 25-₤ bags, ₩ bag $1.70
Drop Shot, B and larger sizes, 5-₤ bags, ₩ bag $ .40
Buck Shot, 25-₤ bags, ₩ bag...$1.70
Buck Shot, 5-₤ bags, ₩ bag.... $ .40
Chilled Shot, 25-₤ bags, ₩ bag..$1.75
Chilled Shot, 5-₤ bags ₩ bag.. $ .40
Dust Shot, 25-₤ bags, ₩ bag....$2.10
Dust Shot, 5-₤ bags, ₩ bag..... $ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1₤ each .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1₤ each .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1₤ each .35
F, FF, FFF, in canisters of ½₤ each .15
F, FF, FFF, in canisters of ¼₤ each .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25₤ each 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½₤ each 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼₤ each 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25₤ each 5.00
Nos. 1, and 2, in ½ kegs of 12½₤ each 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼₤ each 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25₤ each 4.00
F, FF, FFF, in ½ kegs of 12½ each 2.25
F, FF, FFF, in ¼ kegs of 6¼₤ each 1.25
Meal Powder, In kegs of 25₤ each 4 00
[For 1000 ₤ lots 10% discount.]
Shipping Powder, OO, O, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25₤ each 2.25
Blasting and Mining, "A," OO, O, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25₤ each 2.25
Blasting and Mining, "B," OO, O, F, FF, FFF, FFFF, in kegs of 25₤ each 1.50
Fourth of July Powder, In kegs of 25₤ each 2.25
Laflin & Rand Smokeless, 10-Can Drums 9.00
Single Canisters 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 ₤ each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 ₤ each .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ ₤ each .30
Eagle Rifle and Superfine Sporting, in canisters of 1 ₤ each .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 ₤ each .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ ₤ each .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ ₤ each .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 ₤ $8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ ₤ 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ ₤ 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 ₤ 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ ₤ 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ ₤ 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 ₤ 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ ₤ 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼ 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 ₤ 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ ₤ 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ ₤ 1.50
Mealed Powder, in Kegs, 25 ₤. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 ₤ 2.25
Mining and Blasting Powder, (A), O, F, FF, FFF, FFFF, in Kegs, 25 ₤ 2.25
Mining and Blasting Powder, (B), O, F, FF, FFF, FFFF, in Kegs, 25 ₤ 1.50
Du Pont Sporting Powder, for lots 1000 ₤ 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 ₤ Black Powder $22.00
Half Kegs, equal in bulk to 12½ ₤ Black Powder 11.25
Quarter Kegs, equal in bulk to 6¼ ₤ Black Powder 5.75
Canisters, equal in bulk to 1 ₤ Black Powder 1.00
Discounts on application.

Animal Pokes—

R. W. Montrose, Camp's Success ₩ doz. $3.80
Galien Safety ₩ doz. $3.75
Hartman's Pivot ₩ doz. $4.75
Iowa Farming Tool Co.: Hawkeye ₩ doz. $3.25
Western ₩ doz. $3.75

Anti-Rattlers—

Fernald, Wire ₩ doz. pairs. .75
Burton's, No. 2 ₩ doz. pairs. .75
Burton's, with bolt holder, No. 1 ₩ doz. pairs. $1.00
Kohler's: Invisible, No. 3 ₩ gro. $6.50
Perfect, No. 2 ₩ gro. $7.00
Bolt Holder, No. 1 ₩ gro. $9.00

Anvils—

American "Horse-Shoe" 8½@9¾c
Armitage's Mouse Hole 8¾@9¾c
Eagle Anvils, ₩ ₤ 9c 15@15&5%
Hay-Budden, Wrought 8½@8¾c
Peter Wright's 9¾@10¼c
Samson 9½@10½
Trenton 8½@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise 40%
Holt's 40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine 75&10@30%
Common Auger Bits 75&10@30%
Cook's N. H. Copper Co 60%
Forstner Pat. Bits 25%
C. E. Jennings & Co.: Double Spur pattern car, No. 80.60%
Nobles Double Spur, No. 32.70&10%
No. 10 Extension Lip 40@40&10%
No. 10 Extension Lip pattern car bit 40@40&10%
Pat. Car Bits, No. 10 40%
Pat. Car Bits No. 30 50&10@50%
Ring Augers 70&10%
Pugh's Black 20%
Snell's Jennings' Pattern 70%
Snell's Car Bits 60&10&5%
Russell Jennings' Augers and Bits 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3 35&10%
Douglass' 33⅓@33⅓&10%
Ives 33⅓@33⅓&10%
Millers Falls, Goodell 15&7½&10%
Universal, each $4.50 20%

EXPANSIVE BITS—
C. E. Jennings & Co 33⅓%
Clark's small, $18.00 50&10@60%
Clarks' Large, $26.00 50&10@60%
Ives' Model, ₩ doz. $30 50@50&10%
Swan's 40@40&10%

DOUBLE CUT GIMLET BITS—
Common ₩ gro. $2.75@$3.25
Diamond ₩ doz. $1.25 40&10%
Douglass' 40&10@50%
C. E. Jenning & Co 50%
Ladds' 70%
Shepardson's 45&10@50&10%
Snell's: 50@50&10%
Snell's Bell Hangers 60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood 40%
for metal, 60%
Cleveland, Wood Bits for Brace 50&5%
Detroit 60@70%
K. & F 60&10&5%
Morse 60&10&10%
Syracuse, for wood 40%

TWIST DRILLS—
Cleveland 60&10%
K. & F. Straight Shank 60&10%
Morse Straight Shank 60%
New Process 60&10%
Standard 60&10%
Syracuse 60&10%
W. & B. Diamond 60&10@60&10%
W. & B. Universal Self-Oiling 10%

SHIP AUGERS AND BITS—
L'Hommedieu's 15&10@15&10&5%
Snell's 30&10@40%
Watrous' 40%

Awl and Auger Handles—
See Handles.

Awls—

Handled Brad, ₩ gr. $3.00@$3.25
H'ld Scratch ₩ gr. $3.50@$4.00
Pat. Peg ₩ gr. 30@35c
Sewing, Com. ₩ gro., 85c@$1.00
Should. Peg ₩ gr. $1.35@$1.45
Shouldered Brad. ₩ gr...$1.50@$1.65
Socket Scratch ₩ doz. $1.00@$1.10
Stanley Rule & Level: Handled Brad 40&10%
Patent Pegging 50&10%

Awl and Tool Seats—

Aiken's Awls and Tools: No. 10 ₩ doz. $7.50; No. 20, ₩ doz. $10 60&10@60&10&5%
Brad Sets: No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $13; 3, $13; 4, $9; 5, $7 50%
Ice Awls 55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $12.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $2.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₩ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50 40&10%

Axes—

First quality, best brands. $5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₩ doz.

HATCHETS—
Collins
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 40&12½@50%
Peck's: Champion Blade 45%
Empire Brand 50&10%
Fayette R. Plumb: Broad, New List 40&7½%
Lathing 40&12½%
Shingling 40&12½%
Warehouse 40&12½%
Vulcan Tool Co 50%
D. Simmons & Co.: Broad 50&25%
Shingling and Claw 50&5%
Lath, Hunters' etc 50&5%

Axle Grease—

Dixons' "Everlasting."
1-₤ box .15
2-₤ box .25
10 ₤ pail $1.20
25-₤ keg $3.75
50-₤ keg $5.00

Balances—

Chatillon's:
No. 2000 20 80
₩ doz. 75c 85c $1.65 net
Circular Balances 60%
Straight Balances 50%
Circular Spring Balances.50&10@60%
Common 24₤. ₩ doz. 80c net.
Ice 50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—
National 50%

Beef Shavers—
Enterprise: Japanned, each, $6.50 25@30%
Tinned, each, $7.50 25@30%

Bells—

HAND—
Extra Heavy Brass 65&10%
Light Brass 70&10%
Globe (Cone's Patent) 40@40&10%
Silver Chime 40@40&10%
White Metal 70%

DOOR—
Crank, Cone's 10%
Gong, Abbe's 40@40&10%
Gong, Barton's 40&10@50%
Gong, Yankee 55&10%
Lever, R. & E. Mfg. Co.'s.80@80&10%
Multi-Stroke 50%
New Departure 45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List 75%
Texas Star 50&10%
Western, Sargent's list 75%

Bellows—

Blacksmith's 70@70&10%
Hand 50&5@50&10%
Moulders 50&5@50&10%

Belting, Rubber—

Boston Belting Co.: "Boston" 50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.: Buckeye 60&10%
Shield High Grade 50&10%
War. 2 XL 40%

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Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—
Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $5 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Binder Twine—
White Sisal, ₩ lb.....9¼@9¼c
Standard ₩ lb.....8¾@9¼c
Manila, ₩ lb.....9 ¼@10c
Pure Manila, ₩ lb.....10@10½c

Bit Holders—
Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives' ₩ doz. $30.00.60&10@60&10&5%

Bit Stock Drills—
See Augers and Bits.

Blind Adjusters—
Domestic..₩ doz. $3.....33⅓%
Excelsior..₩ doz. $10.00....50&10&2%
North's.....10%
Unique.....33⅓%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—
Austin & Eddy ₩ gro. sets.....$5.50
Gorhams Improved Star Tenon ₩ gro. $1.00.....35%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9 00
Zimmerman's.....50&10%

Blind Hinges—
See Hinges.

Blocks—
Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list.50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%
CARRIAGE, MACHINE, &C.—
Bolt Ends.....80%
Machine.....80%
Carriage, Common.....75&10%
Norway Iron, list Oct '84.....75&10%
Phila., Eagle, list $3.00.....85&10%
R. B. & W., $2.40 list.....70%
TIRE—
American Screw Co.:
Bay State, Plain list Feb. 26, '96, 70&10%
Bay State, Fluted.....70&10%
Eagle Phila., list Feb. 26, '96, 70&10%
Norway, Phila., list Feb. 26, '96, 75&10%
Common, list Feb. 28, '83..75@75&10%
R. B. & W., list Oct. 16, '84....70&10%
STOVE AND PLOW—
Plow.....70%
R. B. & W., Plow.....65%
Stove.....70&10%
MISCELLANEOUS—
Sink.....7 &10%
Sleigh Shoe.....80&10%

Bone Mills—
Enterprise.....25@30%

Borers, Bung—
Enterprise.....25@30%
Each.....$1.25, $1 65, $2 50
Nos.....1 3 8
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....80%

Borers, Tap—
Common and Ring.....20&10@35%
Enterprise.....25@ 0%
Ives'.....33⅓&5%

Boring Machines—
Without Augers.

	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	3.00
Millers Falls		7.50 15&10%
Snell's. Rice's Pat.	2.50	$2.75

Bow Pins—
1¼ inch, ₩ gro.....$4.50@$5.00
Inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—
Heller's.....40&5%

Box Strapping—
Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—
Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114⅔.....60&10%
No. 208½@214⅔.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—
Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—
Millers Falls Co.....25%

Bracket Sets—
Millers Falls Co.....33⅓%

Brazers—
National Cement & Rubber Mfg. Co:
No. ½ High Pressure Brazers.....$34.60
No. 1 High Pressure Brazers.....$43.66
No. 2 High Pressure Brazing Forge.....$76.50

Bright Wire Goods—
Standard list.....90@90&10%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bush Hooks—
See Hooks.

Butcher's Cleavers—
Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & L. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%
Nichols Bros.
Market round handle.....40%
Market flat handle.....30%
Mutton Choppers.....30%
Pork Choppers.....30%
Lamb.....30
Family.....30%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....25%
C. E. Jennings & Co.....30%
Nichols Bros.....50%

Butter and Cheese Triers—
Ordinary Black Handle.....25%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@40&10%
CAST IRON—
Loose Joint.....75&5@75&10&5%
Loose Joint, Japanned..75&5@75&10&5%
Loose Joint, Jap. with Acorns, 75&5@75&10&5%
Loose Pin.....75&5@75&10&5%
Mayer's Hinges.....75&5@75&10&5%
Parliament Butts...75&5@75&10&5%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%
WROUGHT STEEL—
List, April 1, 1895.
Bronzed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 75@75&10%

Calipers—
See Compasses, Dividers, etc.

Can Openers—
American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle. ₩ gr....$2.00@2.25
Sardine Scissors...₩ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—
Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—
Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@80c
Cast Steel, Polished.....₩ doz. $2.25
Socket.....₩ doz. $1.75

Carpet Sweepers—
Bissell Carpet Sweeper Co:

Amer. Queen.	Cyco-Bearing	₩ doz. $27.00
Crystal		₩ doz. $36.00
Gold Medal		₩ doz. $24.00
Grand		₩ doz. $36.00
Grand Rapids.		₩ doz. $22.00
Hall		₩ doz. $60.00
Prize		₩ doz. $24.00
Premier		₩ doz. $24.00
Superior		₩ doz. $24.00
Welcome		₩ doz $24.00

Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $31.00
Furniture Protector, Japan.....₩ doz. $22.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A." Jap..₩ doz. $20.00
"Standard A." Nick..₩ doz. $23.00
Lots of 5 dozen $1.00 per doz. less.
TOY LINE—
Baby.....₩ doz. $2.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $6.00
Little Queen.....₩ doz. $3.50
Misses.....₩ doz. $9.00
Quantity rebates on application.
"PRICE BEARING SWEEPERS"—
"Improved Victor," ₩ doz. net $18.00
"Criterion," ₩ doz. net.....$16.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic. ₩ doz. net $19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9 00
Eureka	$12.00
Ladies' Friend No. 1	$15.00
Ladies' Friend No. 2	$16 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap.	$20.00
Banner, Broom-Action, Nic.	$22.00
Reliable, Broom-Action, Jap.	$ 0.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom Action, Jap.	$20.00
Rapid, Broom-Action, Nic.	$22.00
Select, Broom-Action, Jap.	$20.00
Select, Broom-Action, Nic.	$22.00
Easy, Cam-Action, Jap.	$20.00
Easy, Cam Action, Nic.	$22 00
Gilt Edge, Cam-Action, Nic.	$24.00
Acme, Cam-Action, Nic.	$24.00
Common Sense, Cam-Action, Nic	$24 00
Our Best, Cam-Action, Nic.	$24.00
Majestic, Cam-Action, Nic.	$21.00
Our Own, Cam-Action, Nic.	$24.00
Imperial, Cam-Action, Nic.	$25.00
Model, Cam-Action, Nic.	$24.00
Grand Republic, Broom-Action, Nic	$33.00
Mammoth, Broom-Action, Nic	$72 00

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60& 0%
French or Phila.....60@66⅔%
Globe Wheel.....65@65&10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—
Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%
COW TIES—
American.....60&10%
Covert Mfg. Co.:
Jute.....45&2½%
Manilla.....45&2½%
Sisal.....45&2½%
Triumph.....45&2½%

Cements—
National Cement & Rubber Mfg. Co:
¾x4 Tubes High Pressure Rubber Cement.....₩ gro. $9.88
¾x4 Tubes High Pressure Liquid Tire Cement.....₩ gro. $9 88
¾x4 Tubes Pioneer Brand Rubber Cement.....₩ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....₩ gro. $4.60

Chain—
American Proof Coil, in 1000-lb lots, 3-16 ¼ 5-16 ⅜ 7-16 ½ ⅝ ¾
$5.35 4.35 3.35 3.10 2.95 2.85 2.65 2.50
Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Mfg. Co. Chains.....45%
Covert Mfg. Co. Halter Chain..45&2½%
Covert Mfg. Co. Heel Chain..45&2½%
Galvanized Pump Chain, with Buckets.....50&5%c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70%
Jack Chain, Brass.....60@60&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....60&10%
Trace, Wagon and Fancy Chains, New List.....70&5%

Chain Guards—
Aluminum S. & N. Co.....80%

Cherry Stoners—
Enterprise.....₩@30%
Family.....net ₩ doz. $4.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 75&10&5@75&15&2½%
C. E. Jennings & Co. No 70....25&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%
TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%
COLD CHISELS—
Good quality, ₩ lb.....14c@16c
Snell's Best C. S.....50&10%

Chucks—
Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...35%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50.....25%

Clamps—
Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....30%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10@40&10%
Carpenters', Cincinnati.....25&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co..40&10%

Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—
Challenge Shank.....₩ doz. $3.00
Star Shank.....₩ doz. $3.75
Star Socket.....₩ doz. $4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine. Each $15 00..1½
New '98, Chicago..Each $8.75...1½
TOILET
Chicago Flexible Shaft Co.'s:
Mascot.....₩ doz $7.50 net
Monitor.....₩ doz. $3.00 net
Stewart Pat.....₩ doz $9.00 net

Clips—
Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75

Coffee Mills—
Box and Side.....60&10@60&10&5%

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Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....33⅓%
Waddel's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—
Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@20&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....℔ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Cut-Easy, ℔ doz. $8.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—
Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....20%
Dixon's
Eclipse.....℔ gro. $8.75
Emerald.....℔ gro. 5.00
Oriole.....℔ gro. 5.00
Rainbow.....℔ gro. 2.81
Solid.....℔ gro. 7.50

Curry Combs—
Fiton's, List Nov. 20,'96.....25&10%
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ℔ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ℔ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....35%
Torrey's Rod, 39 in, ℔ doz.....$1.35
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....25%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@75&15&2½%
Ohio Tool Co...75&10&5@75&1 &2½%
P. S. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Watrous.....30&10@40%
L. & I. White.....30&5@25%

Drills and Drill Stocks—
Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ℔ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

BLACKSMITHS'—
Common, each..... $1.75
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz, $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, ℔ doz. 75 cts. gro. $7.50
Extra Family Size....℔ doz. $2.00
Keystone.....33⅓%
Spiral.....℔ gro. $4.25@$4.50
Standard Co.:
Dover, No. 8.....℔ gro. $5.25
Dover, No. 10.....℔ gro. $6.50
Dover, Steel Handle No. 10, ℔ gro.....$7.50
Dover, Extra Heavy, No. 15, ℔ gro.....$14.00
Rival.....℔ gro., $12 00

Electrical Supplies—
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ℔ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....80c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ℔ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ℔ lb.
Tube, Speaking.. $21.00 ℔ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ℔ doz.
Whistles, Speaking Tube, Porcelain.....75c ℔ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $3.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, CF FF.
Kegs, ℔ lb.	4½c	5c	3c
½ kegs, ℔ lb.	4½c	5½c	3½c
¼ kegs, ℔ lb.	5c	5½c	3½c
10 lb cans, in case....	6c	6½c	5½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—
No. 4, ℔ gro.....$4.50
No. 6, ℔ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co:
No. 2-A High Pressure Double Walled.....$36.33
No. 4-A High Pressure Double Walled.....$49.33
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—
Brass.....70%
Iron.....60%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....℔ doz. $3.00
Popes.....℔ doz. $3.00
Wilkinson's.....℔ doz. $3.00

Faucets—
Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand." Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise ℔ doz. $36.00.....40%
Lane's ℔ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz, $7.50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B.....per doz., $5.00

Files—
DOMESTIC—
American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Disston's Superfine.....80%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...80@30&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:
A 1, $4.00 No. 2, $2.50 No. 3, $1.50 No. 4, $1.00 ℔ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....75&2½%
Champion, Manure.....66⅔&33⅓%
Columbia, Hay.....70&10%
Columbia, Manure.....77½&12½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&10%
Victor, Hay.....75&5%
Victor, Manure.....75&15%
Victor Header.....75&5%

Freezers, Ice Cream—
Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.....	0	1	2	3	4
℔ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
℔ doz.....	$8.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ℔ 1000 ft..$2.60
Common Cotton Fuse, ℔ 1000 ft.$2.90
Single Taped Fuse....℔ 1000 ft.$3.50
Double Taped Fuse...℔ 1000 ft.$4.70
Triple Taped Fuse....℔ 1000 ft.$5.70
White Gutta Percha Fuse, ℔ 1000 ft.$5.20

Gas Burners, Self-Lighting—
Gem.....℔ doz. $2.50
In lots of 3 doz.....℔ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch..... .....33⅓%
Clapboard..... 25&10%
Marking, Mortise, &c.....60&10@70%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ℔ dos $3.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S & W., low list ...10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
Bell Hangers.....50%
"Diamond" Gimlets ℔ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....℔ gr. $1.50
Assorted 2 and 3.....℔ gr. $1.70
Spike Gimlets.
Assorted 1, 2 and 3.....℔ gr. $3.00
Assorted 2 and 3.....℔ gr. $3.25
Wood head.....50&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—
Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—
Champion Nutmeg.....℔ doz. $9.00
Edgar's Nutmeg..℔ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....℔ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P. S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....℔ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Covert Mfg. Co. Rope Halters.45&2%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....35%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand.....60%
Y. & P., A. E. Nail.....40&7½%
Other Brands.....50%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz.. $3.00
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb...℔ lb 40c
3 to 5 lb.....℔ lb 35c } 30@30&5%
Over 5 lb.....℔ lb 30c
Heavy Weighs.....30@30&10%
Wilkinson's Smiths....9½c@10c℔ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&10%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..80&10@ 50&10&10%
Door or Thumb

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.05	1.25	1.50

60&10@70%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....60&10@66⅔%
Japanned, with Nuts....$1.62
Japanned, with Plate....$1.10
Japanned, without Plate....88c

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—
Auger, assorted....₩ gr. $3.25@3.50
Auger, large....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 3¾....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $3.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—
American Trackless....33⅓&2.5
Barn Door, old pattern....60&10@ 60&10&10%
Barn Door, New England. 70@70&10%
Barry, $6.00....50&10%
Best Anti-Friction. 60&10@60&10&5%
Challenge, Barn Door....50%
Chisholm & Moore Mfg. Co.:
Advance....60&10%
Cleveland....70%
Moore's Elevator....40%
Cronk's Roller Bearing, No. 0, $15.00; No 4, $18.00; No. 5, $26.00 75%
Cronk's Steel cov'd Loose Axle, 70%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60&10%
Covered....60&10%
No. 50....6 &5%
New Model....4 &5%
Parlor, Standard....40&10%
McKinney's "None Better" No. 2, $18.00; No. 1 Special, $18.00, ₩ dozen pairs....60&10%
Richards' Single Track, Steel. 50&10%
Stearns' Challenge....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....50&10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....50&10%
Wild West....50&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....33⅓%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00. 60&10&2½%
Warner's Pat....30&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ₩ doz....40&10%
Wrought....85&10&5@90%
Wrought, Stanley....85&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Corn. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....$6.00
Wadsworth's....40&5@40&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5%
Rolled Plate.... } 70&10@70&10&5%
Rolled Raised.... }
Plate Hinges "Providence" 6 to 12 in. ₩ D, 5c. 14 to 36 in. ₩ D, 4c.
Screw Hook and Strap. { 6 to 12 in., ₩ D..2½c; 14 to 20 in., ₩ D..2¼c; 22 to 36 in., ₩ D..2 c

STRAP AND T HINGES—
Light Strap Hinges. 75&10&5@75& 10&5&10%
Heavy Strap Hinges. 80&10@80&10 &10%
Light T Hinges....70@70&10%
Heavy T Hinges....75&5@75&10&5%
Extra Heavy T Hinges. 80@80&10&5%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps....60&10@60&10&10%
Crate Hasps....60&10@60&10&10%
Crate Hinges....75&10&5%

SPRING HINGES—
Bommer's....40%
Bardsley's Patent Checking....15%
Chicago....80%
Champion....60%
Kell's American....80%
Matchless, Double Acting Pivot. 25%
New Idea, No. 1, ₩ gro....$7.50
New Idea, No. 2, ₩ gro....$18.00
Rex....₩ gr. $13.00
Royal Japanned....66⅔%
Rubber....66⅔%
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double. 60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....20%
Union Mfg. Co....35%
Van Wagoner & Williams Hdw. Co.:
Acme....80&5%
American....80%
Columbia, No. 14....₩ gro. $8.00
Columbia, No. 18....₩ gro. $24.00
Crown....80%
Gem....33⅓%
Knoxall....₩ gro. $9.00
Oxford....80%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3....70@70&10&5%
N. E...₩ doz $7.80....60@60&10%
N. E. Reversible....₩ doz $5.60 60@60&10%
N. Y. State..₩ doz $4.90..60@60&10%
Shepard's Nos. 1, 2, 3. 60&10@60&10 &5%
Western, ₩ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....80&10%
Mortise Gravity....50%
Nos. 1, 3, 5....80&10%
Nos. 40 and 50....80%
Huffer....50&10@50&10&10%
Parker....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 13, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....80&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5....80&10%
Champion Gravity Locking, No. 75....80&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 80&5%
Tip Pattern, Nos. 1, 3 and 5, 80&5%
Double Locking, Nos. 20 and 25. 75%
Empire, Nos. 101 and 103....80%
Niagara Gravity Locking, Nos 1, 3 and 5....80&10%
Noiseless, Nos 50, 60, 65 and 55. 80%
O. S. Lull & Porter....80&10%
Pioneer, Nos. 060, 45 and 5½..75&5%
Steamboat Gravity Locking, No. 10....80&10&5%
Stenger's Positive Locking....75%
W. H. Co.'s No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30....40&10%

Hitching Cords—
Covert Mfg. Co....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit ₩ doz. $3.75 net
Crucible Cut-Easy..₩ doz. $4.50 net
Cotton....80&7½%
Dunlap's Boys', Ladies', Toy....80%
Garden....80%
Ladies' and Boys'....80&5%
Mortar....75&25%
Iowa Crucible Socket....75&20%
Magic....₩ doz $4.00
Mattock Hoe....₩ doz. $3.75 net
Planter's....80&15%
Texas Cut-Easy....₩ doz. $4.25 net
Warren Hoe....60&10%
Weeding....75&5%

EYE—
American Axe & Tool Co....70%
Grub....75@75&10%
Lane's:
Crescent Planters Pat....45&5%
Razor Blade, Scovil Pat....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil....20@20%

Hog Rings and Ringers—
Hill's:
Rings....₩ gr. boxes..$3.00@3.25
Ringers....₩ doz. 50@55c
Kohlers, Horse Nail, Ringers, ₩ gro. $9.00
Perfect Rings....₩ gro. $7.00@7.50
Perfect Ringers....₩ doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Pearl, Agate....40&1 %
Peerless Enameled-Ware....70%
Crystal Steel-Ware....50&10%
Blue and White-Ware....40&10%
White-Ware....33⅓&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10@70%
Unground....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....62½@65%
Maslin Kettles....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds....75&15%
Manure....60&50&10%
Iowa F. T. Co.'s Clam....70&10%

BUSH—
Jennings & Griffin's....40&10%
Light ₩ doz. $5.00; Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....₩ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works....80%
Hammock Hooks, E. C. Stearns, ₩ doz....60c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....40%

WIRE—
Atlas Coat and Hat....50@50&10%
Belt....80&10%
Crescent, Coat and Hat....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....66⅔%
Wire Ceiling, Gem....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....70&10%
Hooks and Eyes—Mal. Iron....75%
Cotton, Box and Hay....60%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10
A. C.	25c	23c	23c	21c	21c.

40&10%
American, all sizes, 9½@10c....net
Ausable....23c 23c 25c 24c 23c. 40&10&10&5%
Anchor....23c 21c 20c 19c 18c....40%
C. B. K....25c 23c 23c 21c. 21c 40%
Capewell...19c 18c 17c 16c 15c. 10&5%
Champlain..26c 26c 25c 24c 23c 40&5&2%
Clinton Fin. 19c 17c 15c 15c 14c. 20&10&5%
Essex....26c 26c 25c 24c 23c. 40&10@50%
Lyra, all sizes....9½c., net
Maud S....25c 23c 23c 21c. 21c 50&10&5%
Neponset....40%
Northw't'n. 25c 23c 23c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c. 33⅓%
Snowden, 9½c 9½c 9½c 9½c 9½c., net
Vulcan....23c 21c 20c 19c 18c....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb's..$3.15@3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@5.25
Gibbs' Rubber Cush'd, ₩ set, $1.50
Hartford Side-Weight, Extra Light....$7.00@7.50
Hartford Side-Weight, Light and Medium....$6.50@7.00
Perkins Improved Snow....₩ D 4c
W. & B. Rubber Pad....₩ set, $2.50

MULE—
Add 50c ₩ keg to above prices.

Horse Ties—
Covert Mfg. Co....45%

Hose, Rubber—
Boston Belting Co.:
"Boston"....50&10&5%
"Imperial"....50&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....60&10%
Staple....60&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....₩ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....₩ doz. $12 00 } 25&10&5%
Ice Crusher, No. 3, ₩ doz. $3.00 }
Ice Crusher, No. 2, ₩ doz. $6.00 }
Ice Crusher, No. 1, ₩ doz. $20.00 }
Ice Tools....₩ doz. $4.00 }
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ₩ doz. $6.00... 25@30%
No. 34....₩ doz. $15.00. 25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—
Ames':
Bread Knives. ₩ doz. $1.50...20@25%
Butcher Knives....25@25&10%
Shoe Knives....25@30%
Cronk's Chopping....33⅓%
Dunlap Kitchen and Bar'd Knives 45%
Foster Bros.' Butcher, &c....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr....$1.25@$1.50
Carriage, Jap....₩ gro. 80c, 60&10%
Door Knobs, Hematite....50&10%
Door Mineral....₩ doz. 60@65c
Door Por. Jap'd....₩ doz. 65@70c
Door Por. Nickel...₩ doz. $1.70@1.80
Drawer, Porcelain. 60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. 4.5

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Latches—

Cronk's Sliding Door.....60%
Lane's Barn Door.....40%

Lawn Mowers—

Champion.....75&10%
Clipper Improved.....50&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$6.00 $6.25 $6.50 each net
Pennsylvania.....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.0 $17.00 $19.00 $21.00 each.60%
Rapid Transit.....70&10&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—

Enterprise.....25&30%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1. No. 2. No. 3.
₩ doz. $12.00 $15.00 $24.00..35%

Leaders—

Covert Mfg. Co. Cattle.....45&2%

Lead Pipe, &c.—

Lead Pipe, full lengths....₩ lb 6¾c
Lead Pipe, Tin Lined.....₩ lb 12½c
Block Tin Pipe.....₩ lb 22c
Sheet Lead, full rolls.....₩ lb 7¾c
Quantity discount 20%

Lemon Squeezers—

Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $5.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 20&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design....25&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.—

Branford Lock Co.....net prices
Champion Night Latches.....40%
Norwalk Lock Co.....60%
Plate.....33⅓%
R. & E. Mfg. Co.....60&10%
Reading Hdw. Co.....60%
Sargent & Co.....60&10%
Yale.....net prices

CABINET—

Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....45&5%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Champion.....40%
Eagle.....40%
Scandinavian.....20&40%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@30%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25%
Eagle.....25%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—

Cronk's Garden.....33⅓%
Regular Goods.....75%

Meat Cutters—

American.....30%
Nos....1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $60
Dixon's.....₩ doz 33⅓%
Nos..... 1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.....5 10 12 20 22 32
Each...$2 $3 $2.50 $5 $4 $6
Hales Pattern ₩ doz.....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1..₩ doz $26.....60%
Little Giant.....50&10%
Nos. 305 310 312 320 322
$35 $48 $44 $72 $68
Miles' Challenge ₩ doz...45@45&10%
Nos..... 1 2 3
$22 $30 $40
Woodruff's ₩ doz.....33⅓%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—

Enterprise.....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..25c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....80%

Mop Wringers—

Matchless (Canton, O.), ₩ doz.$12.00

Motors—

COFFEE MILL—

Specialty Novelty Co.....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896.....87½&10%

PICTURE—

Brass Head. Combination list, 50& 10%
Brass Head. Sargent's list, 70&10@ 70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—

Black Hawk, per doz.....$9.00
Eclipse.....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 40@40&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—

Buck Bros.....27½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....50&10%

Nippers—

Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—

Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 20%
Turner & Seymour Mfg. Co.....60%

Nuts—

Cold Punched, Square, off list. $5 80
Hex, off list.....$6.10
Hot Pressed, Square, off list..$6.10
Hex, off list.....$6.80

Oilers—

Brass and Copper.....50&10%
Cushman & Denison's:
Gem.....₩ doz. .50
Leader.....₩ doz. .60
Perfect Oilers.....₩ doz. $1.50
Star Pocket Oilers.....₩ doz. .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable. Hammers, New Style, 10&5@2½%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, ₩ lb.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₩ lb:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb.....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$12.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x⅝ to 1½, ₩ lb..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston".....60&5%
"Excelsior" Self-Vulcanizing, Pure per lb 70c.....30&5%
Extra.....60&5@60&10&5%
Standard, Fair Quality.. 70&10@75%

MISCELLANEOUS—

American Packing.....9c@10c ₩ lb
Cotton Packing.....13c@14c ₩ lb
Italian Packing.....11c@13c ₩ lb
Jute.....5½c@5½c ₩ lb
Russian Packing...12½c@13½c ₩ lb

Padlocks—

See Locks.

Parers—

APPLE—

Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1893.....each 16.00
Family Bay State.....₩ doz 12.00
Improved Bay State.₩ dz..$27@30.00
Little Star.....₩ doz 4.00
New Lightning.....₩ doz 5.50
Penn.....₩ doz 3.75
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable, Old Style.....₩ doz 4.50
Turntable, 1898.....₩ doz 5.00
White Mountain.....₩ doz 4.00

POTATO—

Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—

Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00@7.50
Lead.....₩ gro. 2.18@4.88
Lumber.....₩ gro. 6.37
Mascot, Hexagon.....₩ gro. 3.75
Mascot, Round.....₩ gro. 3.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $13.00; 6 to 7, $13.00.....70@75%

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....50@50&10%
Bench, Second Quality.....60%
C. E. Jennings & Co.....50&10%
Molding.....40&10%

IRON PLANES—

Chaplin's Iron Planes.....50&10%
C. E. Jennings & Co., Iron...50&10%
Sargent's.....60@60&10%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10@50&10&10%
Miscellaneous ...25&10@25&10&10%
Steer s Iron Planes..50&10@50&10&5

PLANE IRONS—

Auburn "Thistle"..... Ohio..... Sandusky..... } 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to $
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & L. J. White.....30&5@25%

Pliers and Nippers—

Button's.....70%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70@70&10%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's.....40&10&10%
Davis':
Inclinometers.....30%
Iron Levels.....35&10%
Disston's.....70%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Wood's Extension Sight.....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's.....25%

Polish, Metal—

Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—

Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—

Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50 } 10@
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 } 12½
2 qt., ₩ doz. $1.15; ₩ gr. $12.00 }
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—

Disston's.....25%
Kohler's:
Little Giant, No. 12...₩ doz. $12.00
Hercules, No 25.....₩ doz. $10.00
Invincible, No. 6.....₩ doz. $ 9.00
Pioneer, No. 714.....₩ doz. $ 7.50
Lock Lever, No. 20...₩ doz. $12.00
Universal, No 49.....₩ doz. $12.00
New Champion, No.37 ₩ doz. $ 6.50
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's.....₩ doz., $20.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓&5%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₱ doz. $3 50
American, No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears. 60%
Pruning Shears, Henry's Pat. ₱ doz.....$3.50@3.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&6%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades.....55@55&10%
Pitcher Spout, Best grades....70&10%
Pitcher Spout, Cheaper Goods. 80%
F. E. Myers & Bro.:
No. 1, Fig. 388, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 398, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 397, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 397, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 381, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 383, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 393, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 393, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 393, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 103, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 126, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 235, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 408, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 250 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 433, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

Barn Door, Light, In.	⅛	⅝	⅜
Per 100 feet.....	$1.40	1.55	1.80

Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers:

	Small	Med.	Large
Per 100 feet..	$1.60	2.00	2.50

Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
O. N. T. Style.....₱ foot, 2 c
Competition.....₱ foot, 2½c
Double Braced.....₱ foot, 2¾c
Lanes' O. N. T.....₱ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 3c
Sliding Door, Wr't Brass, 1⅛ n. ₱ D, 35c.....30&10%
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot, 60&10&3½%

Rakes—

Cronk's:
Wrist Steel Garden.....70%
Wrist Steel Lawn.....70%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $3.60
Boss, Garden, 18 teeth, net ₱ doz. $3.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.80
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3 2:@$3 15
Lawn Queen, Impr'd, net ₱ doz. $3.35@$3.50
Jumbo.....net ₱ doz. $7.0 @$9.00
Paragon....net ₱ doz. $3.35@$3 00
Malleable..... 75a
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank 70&16⅔&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓&5

Rasps, Horse—

New Nicholson Horse Rasp..70&10% See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....30%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—

New list, Dec. 27, 1897:
Black Japanned.....70%
White Japanned.....40%
Bronze-plated.....40%
Electro-plated.....40%
Nickel plated.....50%
White Porcelain.....30%
Solid Brass and Bronze Metal.25%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—

Belt with Burrs.....4'@40&10%
Hose with Burrs.....40@40&10%

IRON—

American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....70%
Thousand, in bulk.....70%
Thousand, in papers.....70%
Coopers, in bulk.....70%
Block, and Carriage, in papers.70%
Hame.....70%
Belt with burrs, tinned or copper.....70%

Rivet Sets—

Regular list.....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay.....70%
Screw Stay.....50%

Rope

Cotton Rope, Best, ¼ in. and larger.....₱ D 13 @14c
Medium, ¼ in. and larger.....₱ D 10 @12c
Common, ¼ in. and larger.....₱ D 8½@10c
Jute Rope.....₱ D 5½@ 6c
Manila:
7-16 in. and larger..₱ D 9¼ @9½c
⅜ in.....₱ D 9¾@10c
¼ and 5-16 in.....₱ D 10¾@11c
Hay Rope, Med.....₱ D 9¼@9½c
Sisal:
7-16 in. and larger....₱ D 8¼ 8½c
⅜ in.....₱ D ..8¾@9c
¼ and 5-16 in.....₱ D 9¼@9½c
Med. L'th Y'rn.....₱ D 8¼c
Hay Rope.....₱ D 8¼@8½c

Rules—

Athol, Steel.....33⅓&5
Boxwood.....75&10&10&10%
Ivory.....40&10@40&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—

Chinese Laundry.....₱ D 4@4½c
Chinese Sad.....3½@3½c
Crown, Polished.....₱ doz $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ D 2½@2¼c

COLD HANDLED—

Enterprise Mfg. Co. of Pa.....30&5%
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $26.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ D 3@3½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash...₱ D 10@15c
Cable Laid Russia....₱ D 13½c@14c
Common India.....₱ D 8½c@ 9c
Common Russia Sash. ₱ D 12½c@13c
Patent India.....₱ D 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ D 30c
"Samson" Braided Drab, Cotton.....₱ D 35c
"Samson" Braided Italian Hemp.....₱ D 38c
"Samson" Braided Linen, ₱ D 55c
Silver Lake:
A Quality, Drab.....₱ D 40c. 15@15&7½%
A Quality, White.....₱ D 35c. 15@15&7½%
B Quality, Drab, ₱ D 35c..... 15@15&7½%
B Quality, White ₱ D 30c.. 15@15&7½%
United States:
B Quality.....₱ D, 18c
C Quality.....₱ D, 16½c
White Cotton, Hard Braided ₱ D.16c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔&5

Sash Locks—

Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....65%
Bronze M. Knob.....65%
Wrought Bronze and Brass..62½%
Cast Iron.....60%&5%
Cast Bronze and Brass.....60 5%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—

Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....30%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McFarlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—

Chatillon.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....30%
Red, Polished and Varnished...₱ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets, ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....30%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓&5
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&5%
Cross-cuts Nos. 3 and 4, $23.00: No. 5, $31.00.....40&5%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '98.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $3.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10%

SIDEWALK—

Koehler's, Steel No. 7...₱ doz. $2.05

Screens—

DOORS—

Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....60%

Screw Drivers—

Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's.....70%
Electric Spiral No. 01, ₱ doz. $8.00 net
Electric Spiral No. 02, ₱ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $13.50%
Howard-Allard, low list.....50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₱ doz. $24.00, 30%

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Sargent & Co.'s:
No. 1 Forg. Blade..50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles..70&10%
No. 66.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....35%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....80&10%
Brass, Round Head.....75&10%
Bronze, Flat Head.....75&10%
Bronze, Round Head.....75%
Coppered, Flat Head.....85%
Coppered, Round Head.....80%
Drive Screws, Diamond Point.87½%
Iron, Bright Flat Head 87½%
Iron, Br't R'd & Oval Head.....85%
Nickel Plated, Iron Flat Head..82½%
Nickel Plated, Iron R'd Head..82½%
Silver Plated, Iron Flat Head..82½%
Silver Plated, Iron R'd Head..82½%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....90%
Hand Rail.....83⅓%
Lag Screws. List Jan. 30, 1895. 60&10&5@85%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $2.75; 1¼, $3.00; 1½, $3.50
Bench, Wood, Beech. ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....80&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25@30%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₩ Set.....$3.25
Surrey, No. 9, ₩ Set.....$3.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs. ₩ doz.$3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'k's & Shears.
Seymour's List, Dec., 1851. 60&10@60&10&10%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2½
Hatfield's Pattern.....70&10@30%
M. W. Co., list July, 1882.50&10@50&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 13, 1895.....60&2½

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw Cutters—

Enterprise.....2(@70%
Enterprise Mfg. Co.....26%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....60&10&5%
Empire.....0&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps.....
High Grade Snaps.....
Jockey Snaps.....
Derby Snaps..... } 45&2%

Soldering Irons—

Covert Mfg. Co.....35&2%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....30%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb..... 6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—

Nichols Bros.:
Butcher 50%
Table 50%
Kitchen.....5%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner .....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks .90&15@90&25%
Carpet Tacks:
American, Blued....90&30@90&40%
American, Tinned...90&30@90&40%
Swedes Iron Tacks:
S. S.....90&30@90&40%
Bill Posters' and Railroad Tacks:
S. S .....90&4 @90&50%
Common and Patent Brads..7 &10%
Finishing Nails.....80&25%
Gimp Tacks:
S. S .....90&50%
Hungarian Nails, Steel.....80&25%
Lace Tacks .....
S. S.....85&15%
Looking Glass Tacks.....75%
Trimmers' Tacks:
S. S .....90&30%
Trunk and Clout Nails:
Steel, Black.....80&25%
Steel, Tinned.....8 &5%
Upholsterers' Tacks:
S S.....90&50%

MISCELLANEOUS—

Bill Nye Brad Box.....₩ box $4.00
Bill Nye, Jr., Brad Box..₩ box $2.00
Bonnie Blue.....₩ box $1.00
Can Opener Carpet Tacks.₩ gr $4.00
Dble. Point.90&10&10&10&10&10%
Hammer Carpet Tacks..₩ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net.....$1
" " 2, " " ..1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American Asses' Skin....40&10@50%
Leather Case.....25@2[illegible]10%
Steel.....33⅓@40%
Chestermans.....35&25&5%
Keuffel & Esser Co., New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $16.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&10&5%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co: No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.98

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.00
Comb. Car. Wood Track....$3.00
Common 6 in. Wood Sheave Pulley, Fig. 433, ₩ doz.....$1.50
D. H. Fork, Steel Regular, each...75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₩ ft.....09
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$1.85
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, ₩ doz.$1.60
Floor Hooks, ¾ in. ₩ doz. .55
Floor Pulley, Wood Sheave, Fig. 486, ₩ doz $2.25
Hanging Hooks for Double Steel Track, ₩ doz..... .50
Hanging Hooks for Single Steel Track, ₩ doz..... .50
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₩ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₩ doz.$3.0

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Malleable Rafter Brackets, ₩ doz..... .35
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$2.75
Reed Wood Frame Pulley with Hook, Fig. 484, ₩ doz.....$2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$2.25
Rope Hitch, ₩ doz.....$1.75
Single rail Car, Single Steel T.$3.50
Single Rail Steel Track with clamps, ₩ ft..... .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 555, ₩ doz.....$1.50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent .....7c@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 3c3 and 304.....₩ 100, $12.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....50@50&10%
Enterprise Mole.....15%
Newhouse.....50@50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross. $12.50
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ d z $2.50,15%
Mouse, Delusion..... 40%
Mouse, Ideal..... ₩ gr $9.00
Mouse, Round Wire. ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $18.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
J. M. Mart Mfg. Co.:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.35.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.35; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick.....30%
Garden.....40%
Plastering.....35%
Pointing.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....60&10
V. W. & W.....60%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....5?&10@50&10&10%
Ball Clamp.....45@45&10%
Gravity.....10% net
Hand.....15@15&10%
Moore's.....30%
Parker's.....20@25%
Oval Slide.....50&10%
Victor.....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%
V. W. & W. Parallel.....40&10%
Coach Makers.....4 &10%
Oval Slide.....50&1? %

SAW FILERS—

Bonney's Nos. 2 & $15,00.....50&10%
Cincinnati.....50%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓%
Wentworth's.....40%

Vulcanizers—

National Cement & Rubber Mfg. Co No 1 High Pressure Hot Air Vulcanizers.....$ 8. 0
No. 2 High Pressure Hot Water Vulcanizers..... 12 C0

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&2%
Lane's Steel.....30%

Washer Cutters—

Otis A. Smith's.....30&10&10%

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....35&10%

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....20%
Bright Wire Goods, Standard list 90&10@90&2?%
Cast Steel Wire.....50%
Copper Wire.....20%
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50%
Market Wire:
Brt. & Ann., Nos. 0 to 18...80&10@80&10&10%
Cop'd, Nos. 0 to 18.....80&10%
Galv., Nos. 0 to 18.....80&10%
Tin'd, Tinned list Nos. 0 to 18.....75&10%
Picture Wire.....New list 85&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₩ ₤.....60@70c
Stub's Steel Wire.....$6.00 ? & 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting 80&10@80&20%
Painted Screen Cloth good quality, ₩ 100 sq. ft.....$1.00@$1.10

Wire Rope—

List.
Cast-steel.....2½&2½&2% cash
Iron.....20&2½&2% cash
Iron, Galvanized..20&2½&2% cash

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....30@30&10%
Aiken's Pocket (Bright)..$2.00@3.30
Alligator.....70%
Armstrong's.....40%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 3 Cylinder or Gas Pipe.....55%
No. 3 Pipe, Bright.....55%
Patent Combination Black.40&10%
Patent Combination Bright.40&10%
Boardman's..... 30@33⅓%
Cincinnati Tool Co:
Bit.....15@15&10%
Standard Brace.....15@15&10%
Coes':
Genuine.....40&10&5&5&2%
"Mechanics'".....40&10&10 &5&5&3
Donohue's Engineer.....40&10
Eagle Pipe.....50&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Acme.....30@30&5%
Always Ready.....35@40&10
Bull Dog.....60&10%
Hercules.....70&10@75%
J. H. Williams & Co.....35%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894, 2%
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1893...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..₩ gallon.....46c
Linseed, City, Boiled, in barrels ₩ gallon.....48c
Out of Town on Spot..₩ gal.....46c
Calcutta, Raw, in bbls....₩ gal. 56c
Lard, Prime City.....₩ gal. 47@48c
Extra, No. 1.....35@38c
No. 1.....33@35c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $20.00@$21.00
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Umber, Turkey, raw.....₩ ₤ 2½@3½c
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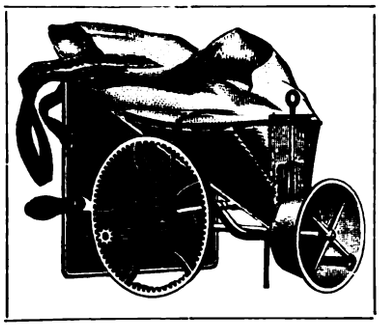
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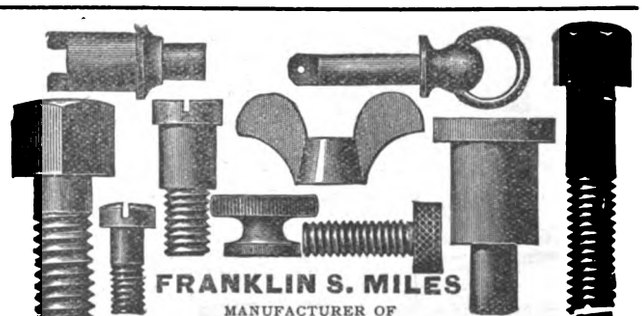


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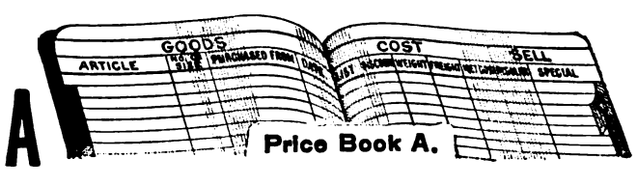
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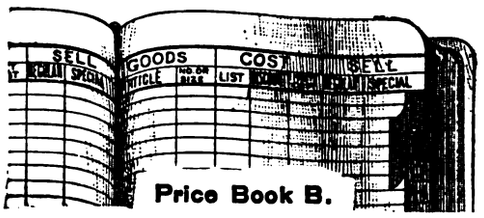
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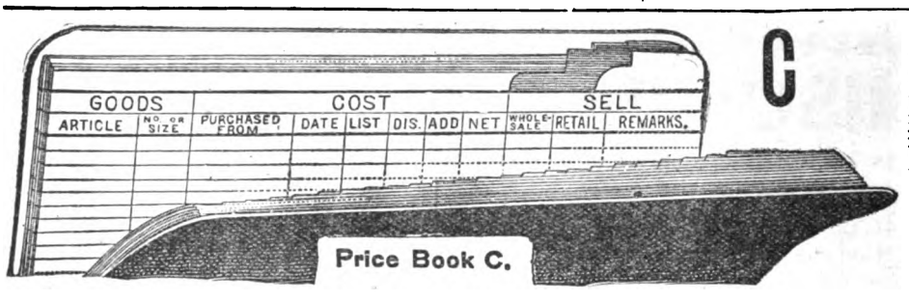
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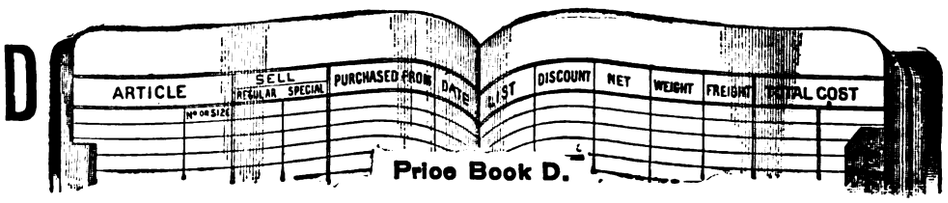
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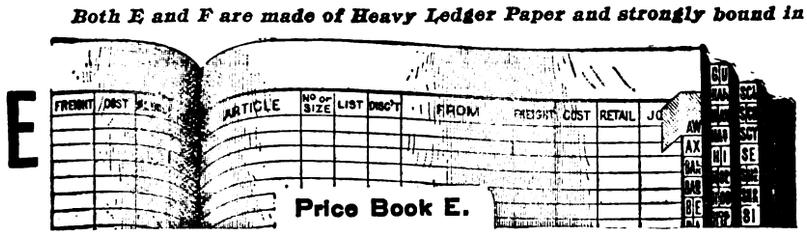


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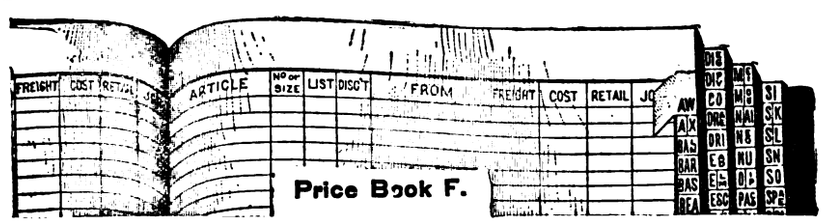
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Troy Nickel Works, Albany, N. Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.

F. E. Carpenter, New York.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Bartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.
Ulrich Mfg. Co., Rock Falls, Ill.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
Darling, Brown & Sharpe, Providence, R. I.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Browne & Manafield, New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia.
Charles Millar & Son, Utica, N. Y.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
W. W. Pryor Hardware Co., New York.
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Ulrich Mfg. Co., Rock Falls, Ill.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Cutters.

E. P. Bellows Agricultural Co., New York.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters.

Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg. Co. Buffalo N. Y.
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

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Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Hoops.

Weaver, Palmer & Richmond, Rochester, N. Y.

Horse Nails.

Ausable Horse Nail Co, New York.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros., Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
O. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers,

Alder & Boyd, New York.
Maltby Henley Co., New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Office Railings

Edward Darby & Sons, Philadelphia.

Oils.

Dean Linseed Oil Co,, New York.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Plume & Atwood Mfg. Co., New York,

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn, and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford, Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works Albany, N.Y

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Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish.

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co. Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester.

Powder.

E. I. Du Pont de Nemours & Co Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

Alder & Boyd, New York.
The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Boston & Lockport Block Co., Boston and Lockport, N. Y
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co, Bridgeport Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razor Strops.

William A. Shull, Philadelphia.

Refrigerators.

Baldwin Refrigerator Co., Burlington, V.
Eclipse Refrigerator Works, Burlington, Vt.
Monarch Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

Reels.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
John Sommer's Son, Newark, N.J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Exley Wire Works Co., New York.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co, Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.

Scales.

John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelphia
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadelphia.
A. J. Phillips Co., Fenton, Mich.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.

Sheaves.

Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford and Norwich, Conn.; Taunton, Mass.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H Graham & Co., New York.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Underhill, Clinch & Co., N. Y
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
A. J. Phillips Co., Fenton, Mich.
Underhill, Clinch & Co., New York.

Spades.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Spouts.

Charles Millar & Son, Utica, N. Y.

Springs.

Wallace Barnes Co., Bristol, Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Miller & Van Winkle Co, Brooklyn, N. Y.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadelphia.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

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Steel.
Wallace Barnes Co., Bristol, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Step Ladders.
Bicycle Step Ladder Co., Chicago.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Stoves.
Dangler Stove & Mfg. Co., Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York.
Troy Nickel Works, Albany, N.Y.

Stove Mittens.
Diamond Hardware Co., Boston.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.
Troy Nickel Works, Albany, N.Y.

Stove Trucks.
See Trucks, Stove.

Stones, Scythe, Oil, Etc.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Strops, Razor.
Alfred Field & Co., New York.
William A. Shull, Philadelphia.

Tackle Blocks.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.
Alfred Field & Co., New York.

Tacks.
Salem Nail Co, New York.

Tape Measures.
Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.
Holroyd & Co, Waterford, N. Y.

Thuroscopes.
Bayer & Co., Philadelphia.

Tiles.
Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Tin.
L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Tinned Nails.
Salem Nail Co., New York.

Tin-Plate.
Bruce & Cook, New York.

Tire Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.
A. P. W. Paper Co., Albany, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
W. L. Barrett, Bristol, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Maltby Henley Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Traps.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
J. M. Mast Mfg. Co., Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Tubing.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Twine.
Samson Cordage Works, Boston.

Valves.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Vapor Stoves.
Dangler Stove & Mfg. Co., Cleveland, Ohio.

Vases, Flower.
Edward Darby & Sons, Philadelphia.

Ventilators.
Berger Bros. Co., Philadelphia.
Merchant & Co, Philadelphia New York, Brooklyn, Chicago.

Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.
Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Water Cut Offs.
Cooney, Seiner & Co., Indianapolis, Ind.

Wheelbarrows.
E. P. Bellows Agricultural Co., New York.
Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Lines, Pulleys, etc.
Samson Cordage Works, Boston.

Window Screens.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
A. J. Phillips Co., Fenton, Mich.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Wire, Manufacturers.
Wallace Barnes Co, Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.
Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Loeb & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Gates, Fences and Fencing.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing.
Edward Darby & Sons Philadelphia.

Wire Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.
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Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Woodenware.
C. H. & E. S. Goldberg, New York.
John Sommer's Son, Newark, N.J.

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Coes Wrench Co., Worcester Mass.
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J. H. Seed, New York.
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Tower & Lyon, New York.

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Bommer Bros., Brooklyn, N. Y.
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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co..... 4
American Ring Co.....11
American Shearer Mfg. Co.....48
Ames Sword Co..... 7
Arcade Mfg. Co..... 2
Armstrong Mfg. Co.....14
Atlas Bolt & Screw Co 68
Atlas Mfg. Co..... 1
Ausable Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 5
Bardsley Jos.....46
Barnes (Wallace) Co.....43
Barnett (G. & H.) Co.....68
Barney & Reed Mfg. Co.....35
Barrett, W. L..... 1
Bayer & Co.....47
Bellows (E. P.) Agricultural Co...67
Berger Bros Co.....14
Berger, L. D..... 4
Bicycle Step Ladder Co..... 6
Bigelow, J. F.....46
Boardman (Luther) & Son.....46
Bommer Bros.....68
Boston Belting Co.....18
Brass Goods Mfg. Co.....50
Browne & Manafield.....48
Bruce & Cook 17
Bryan Mfg. Co.....41
Burr Mfg. Co.....17

C

Calcium King Lamp Co.....37
Capewell Horse Nail Co.....68
Carpenter (F. E.).....41
Cary Mfg. Co.....50
Champion Safety Lock Co.....41
Chadborn & Coldwell Mfg. Co.... 8
Champion Steel Range Co..... 2
Chatillon (John) & Sons..... ... 4
Chicago Flexible Shaft Co..... 4
Clark & Cowles..... 5
Cleveland Stone Co..... 7
Cleveland Twist Drill Co.....68
Clinton Wire Cloth Co.....67
Clipper Lawn Mower Co..... 9
Coates Clipper Mfg. Co.....10
Codling Mfg Co..... 1
Coes Wrench Co..... 7
Coldwell Lawn Mower Co..... 9
Conroy (P. J.) Co..... 6
Contractors' Plant Mfg. Co.....46
Cooney, Seiner & Co..... 2
Covert Mfg. Co.....11
Cronk Hanger Co.....16
Cushman & Denison.....37

D

Dangler Stove & Mfg. Co.....41
Darby (Edward) & Sons 67
Dean Linseed Oil Co..... 8
Diamond Hardware Co,.....46
Dickinson, Thos. L.....45
Disston (Henry) & Sons..... 5
Divine Bros..... 2
Dixon (Jos.) Crucible Co..... 5
Dunbar Bros..... 1
Du Pont (E. I.) de Nemours & Co. 8

E

Eclipse Refrigerator Works.....15
Edgar Mfg. Co. 15
Ellis & Helfenberger.....48
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co 45

F

Field (Alfred) & Co..... 6
Fitch (W. & E. T.) Co..... 1
Folding Paper Box Co.....58
Fox Cutlery Co.....10
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co. 67
Gillespie (Chas. H.) & Sons..... 5
Gloekler, Bernard.....13
Goldberg, C. H. & E. S.....13
Goodell Co.....59
Gould Packing Co..... 47
Graham (John H.) & Co.....15

H

Hanson & Van Winkle Co..... 2
Hardwaremen's Exchange.....48
Hardware Publishing Co.....39
Harrington & Richardson Arms Co..... 8
Hartley & Graham..... 1
Heinisch's (R.) Sons Co.....59
Heller (W. C.) & Co..... 5
Hill Dryer Co.....41
Hill (N. N.) Brass Co.....50
Holmes & Edwards Silver Co..... 6
Holroyd & Co..... 7
Howard Iron Works..... 9
Hulbert (E. S.) & Co.....67
Hutchinson, A. E.....37

I

Iowa Farming Tool Co.....48
Ives (H. B.) & Co.....45

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg Co.....50
Johnson's (Iver) Arms & Cycle Works.....37
Jones (L. M.) Co.....46

K

Kearney & Foot Co.....41
Keuffel & Esser Co..... 9
Kilbourne & Jacobs Mfg. Co.....38
Kimball Bros.....14
Kohler (F. E.) & Co..... 4

L

Lafiin & Rand Powder Co..... 1
Lafiin & Rand Powder Co.....36
Lancaster Machine & Knife W'ks.10
Lane Brothers Co..... 2
Leonhardt & Co..... 8
Litchfield J. M.....45
Loeb & Co.....48

M

Magnolia Metal Co..... 1
Maltby Henley Co.....47
Martin, James F.....48
Mast, (J. M.) Mfg. Co.....17
Mayhew (H. H) Co..... ...38
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S.....59
Millar (Chas.) & Son.....48
Montross, R. W.....45
Morrill, Charles.....13
Mugford, A..... 1
Myers (F. E.) & Bro.....17

N

National Saw Co.....10
New Departure Bell Co.....45
N. J. Car Spring & Rubber Co.....47
New Jersey Wire Cloth Co.....65
New York Stamping Co..... 4
Nicholson File Co..... 8
Niles Mfg. Co 2
Nock, Geo. W.....48
North Bros. Mfg. Co.....45

P

Parry Mfg. Co.....45
Partrick, Carter & Wilkins.....50
Pastime Lawn Mower Co..... 9
Peck (Fred W.) & Co..... 59
Pennsylvania Wire Works.....67
Philadelphia Commercial Museum..... 2
Pike Mfg. Co.....48
Plume & Atwood Mfg. Co.....43
Porter Screen Mfg. Co.....10
Prescott (J. L.) & Co..... 1
Pryor (W. W.) Hardware Co..... 7
Putnam Nail Co..... 11

Q

Quincy Hardware Mfg. Co..... 1

R

Read (Wm.) & Sons..... 3
Reading Hardware Co.....10
Remington Arms Co.....13
Rodgers (Joseph) & Sons 6
Rogers (Wm.) Mfg. Co..... 6
Rolfe, I.....11
Root Bros. Co.....48
Root Bros. Co.....19

S

Salem Nail Co.....47
Samson Cordage Works..... 1
Sargent & Co.....43
Scranton (The) & Co.. 1
Sedgwick Machine Works.....14
Seed, J. H..... 4
Sickels & Nutting Co.....68
Silver Mfg. Co,..... 2
Smith & Egge Mfg. Co.....18
Sommer's (John) Son.....68
Standard Co.....30
Standard Tool Co..... 1
Stanley Rule & Level Co.....37
Stanley Works..... 1
Stebbins, Chas. J..... 3
Stevens (J.) Arms & Tool Co..... 7
Steward & Romaine Mfg. Co 48
Stimpson (Edwin B.) & Son.....68
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....43
Sudlow, John W.....11
Sweeney (W. H.) Mfg. Co.....11

T

Tie Co..... 1
Tower & Lyon.....13
Townsend, C. C. & E. P.....48
Troy Nickel Works.....58
Tryon (Edw. K. Jr.) & Co.....45
Tuck Mfg. Co.....10

U

Ulrich Mfg. Co..... 3
Underhill, Clinch & Co..... 9
Underhill, Clinch & Co..... ..19
Union Hardware Co.....13
Union Metallic Cartridge Co..... 1

V

Van Wagoner & Williams Hdw. Co.....68
Voigt, Starr & Co..... 5

W

Warren (J. D.) Mfg. Co.....13
Waterbury Brass Co.....66
Weaver, Palmer & Richmond..... 3
Welch (T. F.) Mfg. Co.....68
Wells, Heber.....39
Wiley & Russell Mfg. Co.....45
Williamson W. N. Co..... 7
Wright & Colton Wire Cloth Co..67

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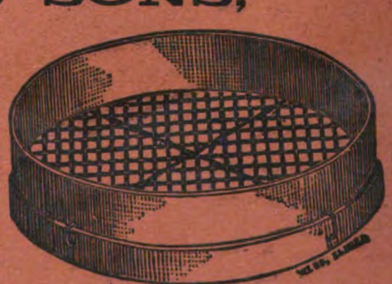
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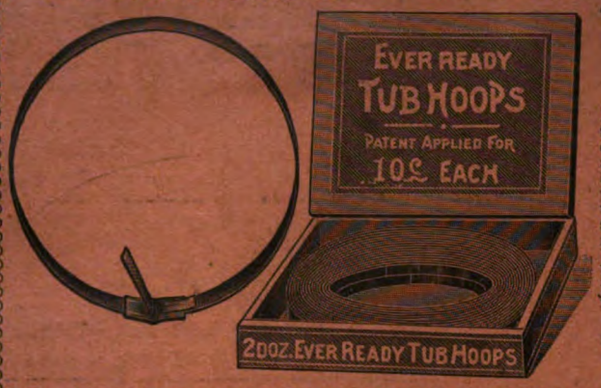
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